

## Congress Tibet Riots May Aid Votes Iran Anti-Change Chinese Oil Ban

Lopsided Tallies  
Rebuke Tehran  
For Gulf Stance

By Tom Kenworthy  
Washington Post Service

WASHINGTON — Both houses of Congress, angered by Iran's military actions in the Gulf, approved on Tuesday a ban on Iranian imports, primarily oil.

On a 93-0 vote, the Senate approved a measure that would immediately halt further imports unless the president determined that the ban would not be in the national interest. However, the president would delay the import prohibition only for six months.

The House then approved the embargo, 407-5.

Although there has been a sharp increase in U.S. imports of Iranian oil in recent months, supporters of the ban conceded that it would be little more than a symbolic gesture unless other oil-importing nations followed suit.

"What it says to me is, we can assuage our anger, we can make a statement, but we won't solve our problems until we make ourselves energy independent," said the speaker of the House, Jim Wright of Texas.

Nonetheless, lawmakers said it was vital for the United States to do what it could to prevent Iran from using the hard currency derived from oil sales to fuel its protracted war with Iraq and to lay mines that threaten U.S. shipping and naval forces in the Gulf.

The Senate minority leader, Bob Dole of Kansas, said Iran administration officials were opposed.

"If rumors are to be believed, there continues to be opposition to this import embargo in some parts of the administration, especially in the State Department," said Mr. Dole.

"So it is doubly important that the Congress go on record overwhelmingly in favor of an embargo and present the question to the administration in a fashion that it cannot be ducked."

Mr. Dole last week sponsored a similar bill that was attached to a military authorization bill. But Mr.

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By Nicholas D. Kristof  
New York Times Service

HONG KONG — The biggest beneficiaries of the recent unrest in Tibet may be officials in Beijing who are opposed to the pace of China's liberalization, in the view of political analysts in Hong Kong.

The analysts, who included scholars, diplomats and other specialists, say leaders who are cool to the liberalization effort are likely to seize upon the disturbances last week as a major policy failure, for which officials who support the program should be blamed.

The timing of the disturbances in Tibet, which began Sept. 27 with a small anti-Chinese demonstration and grew more serious last Thursday with clashes that left several people dead, is crucial because the Communist Party is scheduled to hold its 13th party congress in the last week of October in Beijing.

The party's Central Committee will meet before then, and major leadership changes are expected.

A diplomat said that the state of new officials had probably already been decided but that some

changes could still be made if hard-liners show they have enough support.

At the beginning of this year, hard-liners in Beijing exploited another kind of disturbance — student demonstrations in several cities — to mount an attack on "bourgeois liberalization" and officials who tolerated it. That campaign toppled the Communist Party leader, Hu Yaobang, but appeared to lose its momentum by early summer.

The analysts said the unrest in Tibet would probably not lead to major recommendations or purges, as happened after the student demonstrations.

But they noted that high-level personnel changes were expected soon in China's government and Communist Party and suggested that hard-liners might try to take advantage of the situation to discredit officials who have backed liberalization and to seek promotion of members of their own camp.

Byron S.J. Wong of Chinese University in Hong Kong said: "Most likely, the conservatives will say: 'Look at what you've done. You are responsible, and this is what your open-door policy has achieved.'"

But Mr. Wong also noted that

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A Tibetan man carrying a child wounded by gunfire during protests last week in Lhasa.

## Dow Plunges 91 in Biggest One-Day Fall

Compiled by Our Staff From Dispatches

NEW YORK — The Dow Jones industrial average recorded its biggest one-day decline in history Tuesday, as prices on the New York Stock Exchange plummeted on fears of higher interest rates and a widely followed analyst's prediction that the Dow was due for a short-term drop.

The Dow Jones industrial average plunged 91.55 points to 2,548.63, surpassing the previous one-day loss of 86.61, on Sept. 11, 1986.

Analysts pointed out that on a percentage basis, Tuesday's drop was far from the biggest in the Dow.

But they said that traders decided to get out of the way and take profits in recent gains in stocks such as computers and chemicals as the decline gathered momentum late in the day.

Losses were outpaced by advances in a few sectors, notably in steel, aluminum and oil. Alfred Goldman, a market analyst with A.G. Edwards & Sons in St. Louis, said: "What we're having is a very normal pullback and profit-taking in a bull market that has been showing signs of age."

"But the market is not in need of a resuscitation."

Several traders and analysts said a trading prediction by Robert R. Prechter Jr., publisher of an investment newsletter, The Elliott Wave Theorist, started the market on a downward course early in the day.

Mr. Prechter, who is regarded by many as the market's leading technical analyst and who earlier had made bullish forecasts, said he saw a downward risk of several hundred points on the Dow average, according to some who heard his forecast.

Robert Stovall of Stovall/Twenty-First Advisers, said it was reminiscent of a bearish prediction by another technical analyst, Joseph Granville, in January 1981 that sent stocks reeling.

Mr. Stovall said that both the earlier Granville prediction, and Mr. Prechter's new warning of a possible drop to 2,300 on the Dow, came at a time when the market was "structurally fragile."

Mr. Stovall said that long-term bond yields higher than 10 percent and stock yields of 2.4 percent to 2.5 percent put stocks at a disadvantage.

He said that in addition to the yield gap, the chairman of the Federal Reserve Board, Alan Greenspan, has been talking of a slight increase in the discount rate.

William Lefevre of Advest Inc. said the September 1986 decline of 86 points amounted to 4.6 percent.

"We'd have to be down 121 points today to have the same percentage drop," he said.

"I also think the spread between stock yields and bond yields is taking the zip out of stocks," he said.

He noted that the Tuesday's volume of about 175 million shares on

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## Radio Wars in Gulf: A Bedlam of Banter and Bluster

By Patrick E. Tyler  
Washington Post Service

DUBAI, United Arab Emirates — A Gulf Air jetliner was inbound at 10,000 feet to Sharjah International Airport last week when its captain received an abrupt query from a stern American voice on his radio headset.

"Unidentified aircraft bearing one-one-eight degrees, this is a U.S. warship. Your intentions are unclear. Please identify yourself and state your intentions."

A British-accented air traffic controller broke in to announce

that the plane was a civilian passenger jet, but the warship went right on with its challenges.

The air traffic controller lost his patience: "U.S. warship, you are posing a hazard to civilian aviation."

Undeterred, the U.S. Navy vessel a few minutes later challenged a Pakistani Airways flight outbound from Qatar and headed for Karachi.

Again, the exasperated controller replied: "U.S. warship, are you going to be doing this for the rest of the day?"

"That's affirmative, sir," the American voice replied.

"Well, then I suggest that you please get your ship commander to contact the U.S. Embassy in the U.A.E. and sort this one out," the controller said.

The Gulf war has taken place mostly out of sight of the Western press, but the newly emancipated U.S. news media organizations have discovered a new method for eavesdropping on the conflict between Iran and Iraq.

They have tuned in with radio scanners, listening in for the cries

of tanker captains under attack and of Western navies trying to cope with mine threats, speedboat raids and frightened merchantmen.

Marine radio communications in the Gulf, where war mixes freely with commerce, are drowning in a cacophony of electronic banter and bluster.

With the arrival in the region of nearly 100 warships from the world's maritime powers and since the Iraqi missile attack on the U.S. frigate Stark in May, the once-routine chatter between ship and shore, plane and tower is now regularly broken up by chilling verbal showdowns.

To participate in this war by radio, the only weapon needed is a marine-band VHF set.

In the last week, normal radio conversations concerning such mundane matters as ship supplies, requests to enter port and weather reports have been interrupted by the following tense exchanges:

Monday, near the Strait of Hormuz, a Danish container ship attempted to bypass an Iranian warship interrogating a group of

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## A Libya-Algeria Alliance Is Reported

Diplomats Say Pact Would Hurt U.S. Bid to Isolate Gadhafi

By Jim Hoagland  
Washington Post Service

PARIS — Colonel Moammar Gadhafi, the Libyan leader, has succeeded in forging a political alliance with Algeria that significantly sets back the U.S. campaign to isolate the Arab leader, diplomats sources said Tuesday.

The alliance takes the form of a political union that is to be announced Nov. 1. Western and Arab diplomats fear it could represent a dramatic shift in the regional balance of power in North Africa, where Algeria has acted as a restraining force on Colonel Gadhafi's efforts to destabilize Tunisia.

The colonel has struck union agreements with Egypt, Morocco, Syria and Tunisia, which have quickly come undone or never gone into effect, over the past decade. The Libyan leader's erratic behavior and failure to deliver on economic promises have usually been key factors in the repeated failure of his efforts to enlarge his political base through agreements with other Arab countries.

But the timing of his planned union with Algeria, and the cautious manner in which President Chadli Bendjedid of Algeria undertakes foreign commitments, have persuaded some U.S. and French policy makers that the agreement has to be taken as a potential threat

to Western interests, according to diplomatic sources.

Vice President George Bush is reported to have voiced concern to French officials in Paris last week on the Algerian-Libyan rapprochement. He was reportedly concerned with its impact not only on Tunisia but also on Chad, where Libya continues to confront the French-supported army of President Hissene Habré.

Washington and Paris have considered a previously undisclosed commitment by Algeria to intervene in Tunisia to protect President Habib Bourguiba, 84, or his successor against a Libyan invasion or major subversion campaign as a vital element of stability in North Africa.

Colonel Bendjedid is reported to have conveyed an oral commitment to Mr. Bourguiba to provide such protection within the past four years. Any visible weakening of that pledge by the union with Libya could help undermine Tunisia's already shaky government.

The political agreement was negotiated secretly by Colonel Gadhafi and Colonel Bendjedid this summer, according to Arab and Western sources. Its text, which covers about 20 pages, was communicated to other North African countries last month along with invitations to join the union. Tunisia

is known to have rejected the invitation.

Colonel Gadhafi made allegations to the agreement in a rambling speech he delivered Sept. 1, the anniversary of the 1969 coup in which he seized power. He had pushed to have the accord unveiled then, but Algeria insisted that it not be made public before Nov. 1, its national holiday.

The agreement specifically reserves national sovereignty on foreign affairs and defense matters to each government and rules out a "fusion" of the two governments, according to sources familiar with details of the accord.

It establishes five levels of unified political institutions, headed by a presidential council composed of Colonel Gadhafi and Colonel Bendjedid, who would rotate as senior president. There also would be a 100-member Libyan-Algerian parliament with 50 members from each nation, and an eight-member executive council of ministers that would report to the presidential council.

The practical effect on the governments of the two countries of such an arrangement is unclear, diplomats say.

But these sources foresee immediate political advantages for Colonel Gadhafi that will be balanced

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U.S.-SOVIET OUTLOOK ON NATO — Off the Aegean coast of Turkey, U.S. and Soviet officers observed NATO military exercises on Tuesday. Meanwhile, in Brussels, NATO planners defended the superpower agreement on nuclear weapons. Page 6.

## Klosk

### Soviet Proposes Atom Test Limit

MOSCOW (UPI) — Viktor P. Karpov, head of the Soviet Foreign Ministry's arms control department, said in an interview published Tuesday that Moscow is prepared to limit itself to four nuclear tests a year, with a yield of one kiloton each, as a step toward a ban on underground nuclear testing.

Mr. Karpov said in the Tass interview that the proposal had been made to the United States, which has not replied. He said a round of talks on a nuclear test ban are to begin before Dec. 1 in Geneva.



Gen. Upshaw, the players' union chief, headed back to the bargaining table in the NFL strike. Page 19.

## GENERAL NEWS

■ Mitterrand is remaining coy about second term. Page 2.

■ Salvador rebels and President José Napoleón Duarte agree on a cease-fire pact. Page 5.

■ Tamil guerrillas killed eight captured Sri Lankan soldiers and three government officials in northern Sri Lanka. Page 7.

## BUSINESS/FINANCE

■ Japanese automakers are making an assault on the U.S. luxury car market. Page 11.

Dow close: DOWN 91.55  
The dollar in New York:  
DM 5 Yen FF  
1.635 1.6325 146.70 6.0995

## U.S. Issues a Firm Guide on Fighting Cholesterol

By Philip M. Boffey  
New York Times Service

WASHINGTON — The U.S. government and more than 20 health organizations have issued the first detailed guidelines for identifying and treating people whose blood cholesterol levels are high enough to require medical care.

The guidelines, released Monday, are aimed primarily at physicians, who would have to supervise treatment. They could affect more than a quarter of the adults in the United States, or more than 40 million Americans. Almost half of these people are not under treatment, federal officials said.

The guidelines urge that all Americans, starting at age 20, have their cholesterol levels tested as part of a general medical examination. Those whose levels are high, generally over 240 milligrams a deciliter of blood, would be put on strict diets and, if necessary, drugs they might have to take all their lives.

The guidelines were issued after years of debate over the role of cholesterol in clogging arteries and causing heart attacks or strokes. They are consistent with previous cholesterol recommendations issued by panels of experts and health organizations. But they go far beyond previous suggestions in proposing specific steps for testing and treating people.

For the first time, the federal government has spelled out exactly how people with high cholesterol levels should be treated. The treatments start with a cholesterol-lowering diet for three months, followed, if necessary, by a more stringent diet for three months. If these measures fail, the guidelines recommend "first choice" drugs, followed by other drugs or combinations of drugs.

A drug called lovastatin, which was hailed as a major advance when it received government approval for clinical use last month, was placed among the second-choice drugs because its long-term safety has not been established.

Health officials described the guidelines as an attempt to flesh out previous suggestions with more specific recommendations, telling doctors and their patients exactly what actions should be taken.

The guidelines signal the beginning of a nationwide campaign designed to enlist primary care physicians, cardiologists and the public in the effort to reduce blood cholesterol to safer levels. A similar campaign was begun in the 1970s to reduce high blood pressure.

"Medical practice is going to undergo a major change on the basis of this report," predicted Dr. DeWitt S. Goodman, professor of medicine at Columbia University's College of Physicians and Surgeons, who was chairman of the panel that prepared the recommendations.

The panel was convened by the National Cholesterol Education Program, a cooperative effort sponsored by the National Heart, Lung and Blood Institute, a federal agency, in cooperation with 23 major medical associations and health organizations, including the American Medical Association, the American Heart Association and the American College of Cardiology.

Many of the organizations announced plans to educate doctors and patients about the guidelines.

Some critics charged that the government was pushing too fast to lower cholesterol levels on the basis of studies that appeared to be flawed or inconclusive. Dr. Eliot Corday, a cardiologist and clinical professor of medicine at the University of California at Los Angeles, complained in a telephone interview that the National Heart, Lung and Blood Institute had "stampeded the country into a hysterical situation."

Some critics have warned that diets designed to lower cholesterol could deprive some people, particularly adolescents, of needed fats, and others have argued that cholesterol reduction is of minor importance in preventing

heart attacks compared with giving up smoking or lowering blood pressure.

The recommended "Step 1 diet" calls for reducing total fat to less than 30 percent of caloric intake, saturated fat to less than 10 percent of calories and cholesterol to less than 300 milligrams a day. The diet is generally consistent with previous recommendations of the American Heart Association for the general public.

The guidelines recommend intense medical supervision only for those whose total cholesterol levels are high, at 240 or above, or those in the "borderline" category who have definite coronary disease or other risk factors, such as smoking or obesity.

Such high-risk individuals are urged to undergo a test called lipoprotein analysis to determine the level of their blood cholesterol that is carried by low-density lipoproteins. Such LDL-cholesterol has been cited as the chief factor in causing fatty deposits to accumulate on artery walls.

Levels of LDL-cholesterol below 130 milligrams a deciliter are considered "desirable." Those from 130 to 159 are deemed borderline, and those 160 or above are considered high.

The recommended treatment for high-risk individuals starts with the Step 1 diet, under medical supervision, with blood cholesterol levels remeasured at four to six weeks and at three months. The diet also seeks to reduce calories in overweight people.

If the Step 1 diet fails to achieve the desired goals, the patient is to be put on a Step 2 diet, which reduces saturated fat to less than 7 percent of total calories and cholesterol intake to less than 200 milligrams a day. The help of a registered dietitian is recommended.

If six months of dieting fails, the guidelines recommend that drugs be considered in addition to continuation of the diet.

## A Trace of Chernobyl Persists in Europe's Food

By Barry James  
International Herald Tribune

PARIS — Nearly 18 months after the world's worst civilian nuclear disaster, what one European Community official describes as "odd pockets of contamination" keep showing up in Western Europe's food supplies.

Amounts of radiation exceeding norms set by the EC are being detected in foods ranging from mushrooms in France and mutton in Britain to reindeer meat in Sweden, fish in Finland and even hazelnuts in Turkey, according to environmentalist groups, some government officials and spokesmen at the 21-nation Council of Europe.

But, responding to nongovernmental warnings about mushrooms in France, the official Center for Radiation Protection calls the information "alarmist." A spokesman said: "There is no health reason caused by radioactivity to justify any restriction on the consumption of mushrooms."

Reports of radioactive mushrooms in France and an official warning about mushrooms in West Germany are the latest signs of

lasting fallout from the Chernobyl nuclear accident.

According to France's Independent Regional Committee for Information about Radioactivity, known as CRII-RAD, many of the wild mushrooms that are a feature of French gastronomy each autumn are tainted by radioactive cesium-137.

According to CRII-RAD, the degree of radioactivity varies according to the mushroom variety, the locality and the type of soil. It said one specimen of yellow boletus registered a radioactive level of 2,450 becquerels per kilogram (2.2 pounds) of fresh mushrooms. The European Community allows a maximum of 600 becquerels per kilogram.

One becquerel equals the emission of one gamma ray per second. Because there are 10 kilograms of fresh mushrooms in a kilogram of dry mushrooms, and radioactivity is not reduced in the drying process, there are 24,500 becquerels in a kilogram of dry yellow boletus, according to Christian Courbon, an expert at CRII-RAD's head-

quarters in Paris.

Reports of radioactive mushrooms in France and an official warning about mushrooms in West Germany are the latest signs of

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# Mitterrand, No Longer the Upstart, Remains Coy on a 2d Term

By Julian Nundy  
International Herald Tribune

PARIS — In September 1985, as de Gaulle was holding a news conference, François Mitterrand announced that he would run against him in approaching presidential elections.

De Gaulle had been expected to announce his own candidacy during the news conference. Faced by this obvious attempt to upstage him — the news was broken by a journalist who rose to ask a question — de Gaulle left his announcement for an additional two months.

The president was then 75. Mr. Mitterrand, at 48, was a comparatively youthful challenger who, under the slogan "A Young President for a Modern France," was able to force the elections that December into an unexpected second round.

Now it is Mr. Mitterrand who is the incumbent. Facing an array of younger challengers, the Socialist president has to decide whether he will run for a second seven-year term in elections in April, when he will be 71.

The consensus is that he will, and, like de Gaulle, that he will wait until the last minute to announce. A recent poll of 26 public figures showed that 14 believed he would run. Five were convinced that he would not.

There has been no shortage of advice, particularly from those who claim to be the political heirs of de Gaulle, that Mr. Mitterrand should not run because he is too old.

Mr. Mitterrand has said he does not want to run. But he has artfully left the door open for a change of heart, stating that exceptional circumstances could persuade him to run again.

From all the outward signs, Mr. Mitterrand has the change of heart well prepared.

He has moved from his earlier restraint in his criticism of the government, a condition of the left-right "cohabitation" imposed on him by a conservative victory in parliamentary elections last year, and has indulged in a flurry of

attacks on the actions of the center-right coalition.

The result has been an animated period since the summer vacations, with ministers pouting at snubs by the president as political analysts sifted through the evidence to determine the president's line.

For Denis Baudouin, Prime Minister Jacques Chirac's spokesman, the president's tactic of not declaring himself a candidate is "an ambiguous and maybe skillful game." He is not obliged to declare until late March, a month before the first round of the election.

Mr. Baudouin said the decision has enabled Mr. Mitterrand to retain the high ground in opinion polls, consistently around the 55-percent mark, as attention has focused on his intentions rather than on his record.

Six months before the official presidential campaign opens, the center-right parties in the government coalition attacked first and chose age as their first theme.

But the tactic failed, if only because of clumsy handling.

Education Minister René Monory, paying the president the backhanded compliment that he was

"too intelligent" to risk staying in the presidency into his old age, said that Mr. Mitterrand would be 80 when his second term ended.

In fact, he would be 78 in 1995 when the next presidential election would be due, a fact that was widely picked up by the press to ridicule Mr. Monory's words.

The issue led the normally staid Mr. Chirac to show his attachment to youth by posing cross-legged in jeans and a sweatshirt, complete with a Walkman headset, for a teen-age magazine as he proclaimed a previously unmentioned admiration for the rock star Madonna.

Mr. Chirac, 54, then chose a rock radio station to announce that his government was reducing the value-added tax on records and cassettes, a measure that will cost the state 680 million francs (\$113 million) annually. Its introduction was astutely set for Jan. 1, after the Christmas buying spree.

Jean-Luc Parodi, a consultant to the French Institute of Public Opinion, a polling organization, said its pollsters had found that many people interviewed for a recent poll had mocked Mr. Chirac's

attempt to catch the younger voters.

A halt was called to the age issue after the Gaullist Rally for the Republic spokesman, Franck Borotra, said at a party meeting that Mr. Mitterrand was "losing his memory."

Aides to Mr. Chirac, some of whom reportedly persuaded him to drop his efforts at trendiness, said they believed the issue had had a negative effect.

Mr. Mitterrand, in a broadcast interview, quoted Plutarch as saying that age had "never changed a honeybee into a drone."

The government's overture to youth was followed by cuts in the value-added tax on automobiles and in the income tax for next year.

But if Mr. Chirac has used government action to attract the voters' attention, Mr. Mitterrand has used the pedestal of the presidency to counter his Gaullist rival.

Denis Jeambar, the chief political writer for Le Point, said Mr. Mitterrand was "the man who is doing the most while giving the impression of doing the least."

In the last few weeks, the president has criticized the use of the

police against Melanesian demonstrators in the Pacific territory of New Caledonia; rejected remarks by Finance Minister Edouard Balladur about the previous Socialist government's handling of the economy; attacked the work of a state commission attributing radio and television frequencies as detrimental to public liberties, and publicly defended a police officer on his staff who is under investigation for his role in the wrongful arrest of three terrorist suspects.

Officials close to Mr. Mitterrand deny that the president is already campaigning, saying that it was "a coincidence" that various issues had arisen that required comment.

Although few major candidacies have been announced, the lineup that Mr. Mitterrand would be likely to face next spring would have Mr. Chirac and former Prime Minister Raymond Barre, of the center-right Union for French Democracy, as his main opponents.

His own Socialist Party has been left in an unhealthy limbo as most of its leaders have said they hope for another Mitterrand candidacy, while two others have declared themselves candidates.

One, Michel Rocard, a Mitterrand rival, said he would run whatever the president decides. The other, Jean-Pierre Chevènement, said he would not run if Mr. Mitterrand did.

Several fringe politicians have announced their candidacies. The far-right National Front president, Jean-Marie Le Pen, and the Communist candidate, André Lajoinie, both of whom hover around the 10-percent mark in polls, are the only ones likely to have any impact.

All scenarios remain essentially meaningless until Mr. Mitterrand makes his move.

Asked about his likely course of action on television, he talked wistfully of a time of reflection away from politics. Then, to sustain the mystery, he said, "I am telling you what my preference would be, but I am not telling you what my choice would be."

He added: "I just want to tell you that my wish, my hope, my desire is not to be a candidate. But I shall give no one the advantage of being able to say, in September 1987, 'what my decision will be in 1988.'"

## WORLD BRIEFS

### Fiji Colonel Proclaims a Republic

SUVA, Fiji (UPI) — Colonel Sitiveni Rabuka declared Fiji a republic Wednesday, saying the country would have a new constitution to replace the one that took effect when it gained independence from Britain in 1970, and he vowed to maintain the political dominance of ethnic Fijians over the larger Indian population.

The declaration over national radio by Colonel Rabuka, who has taken over the government by coup twice within 19 weeks, came after the failure of talks on Monday in the western city of Lautoka. There, the coalition of the deposed prime minister, Timoci Bavadra, refused to accept a short list of "minimum terms" from Colonel Rabuka.

The governor-general, Ram Sir Pensaia Ganilau, Queen Elizabeth II's representative in Fiji, said after the meeting that he alone "would now decide what steps to take."

### U.S. and Soviet Seeking Site for Talks

WASHINGTON (UPI) — A proposal for arms control talks between Defense Secretary Casper W. Weinberger and his Soviet counterpart, Dmitri T. Yazov, has snagged over the two men's inability to agree on where to hold a meeting, the Pentagon said Tuesday.

In Mr. Weinberger's third and latest letter to General Yazov, he rejected a second offer to meet in Geneva this week within the framework of the Standing Consultative Commission. The panel is a U.S.-Soviet group that discusses compliance with treaties.

But Mr. Weinberger, who had asked twice before that the talks be held in Washington, gave in to General Yazov's implied suggestion that they not meet in either Washington or Moscow. He proposed that they meet in New York City instead. The U.S. and Soviet defense chiefs have never held formal talks.

### Pretoria Says Guerrillas Are Arrested

JOHANNESBURG (Reuters) — South Africa said Tuesday it had dealt a severe blow to urban terrorism with the arrest of the leader of a guerrilla network suspected of attacks on police and command of guerrilla operations in Cape Province.

The law and order minister, Adrian Vlok, said 11 persons, including a 30-year-old white woman "well-known in academic circles," were arrested. All were members of the outlawed African National Congress.

Police said the group included seven black men, two black women and a mixed-race man.

"Five of this group are believed to have received training in Angola, Russia and East Germany," Mr. Vlok said.

### Pakistan Reports Capture of 6 Soviets

ISLAMABAD, Pakistan (AFP) — Pakistani authorities detained six Soviet nationals after they landed in the country Saturday in two gunship helicopters on a mission for the KGB, a Foreign Office spokesman said Tuesday.

The spokesman said the six were identified as members of the 2177 Army Unit affiliated with the Guard Brigade of the KGB, the Soviet secret service. He said they were captured after landing their two MiG-24 gunship helicopters in Pakistan on Saturday. The spokesman said two of those detained were pilots, two were co-pilots and two mechanics.

### Unions in Chile Call National Strike

SANTIAGO (Reuters) — Chilean trade unions planned to hold the first opposition challenge to the military government of President Augusto Pinochet in more than a year with a national protest strike scheduled for Wednesday.

The stoppage, called by the National Workers Command, is intended to press demands for wage increases and to protest the military's monetarist economic policies. Diplomats expect a muted response from Chilean workers, who can be dismissed for taking part in illegal strikes.

The protest has been linked by union leaders to an opposition campaign for free elections in Chile.

## TRAVEL UPDATE

### House Backs Airline Consumer Bill

WASHINGTON (NYT) — The House of Representatives approved a package of consumer-protection measures Monday for airline passengers. The package would require airlines to compensate passengers for lost or delayed baggage, provide more time between connecting flights and notify passengers promptly when flights will be delayed.

The airlines would also be required to post on-time performance records for flights. It was the first important airline measure to be approved by either house of Congress since the recent rise in consumer complaints over performance and concerns over safety, much of it the consequence of deregulation of the industry in 1978.

Similar legislation is pending in a Senate committee, and passage by the Senate, which is expected, would set the scene for a confrontation with the White House, which is expected to oppose new restrictions on airlines.

### Transportation Strike Disrupts Rome

ROME (AP) — Romans battled huge traffic jams, searched for taxis or simply stayed home Tuesday as a walkout by bus and subway workers brought public transportation to a halt in the Italian capital.

The city urged residents not to drive their cars unless absolutely necessary, fearing a disaster if the 1.6 million vehicles registered in the city were used. Unions called the 24-hour strike to press the local transport companies to renew a contract that provides for pay increases in return for increased productivity.

Yugoslav air controllers are on a slowdown strike to protest low wages, the Politika newspaper reported Tuesday. As a result, domestic flights last longer and airplanes use up more fuel, Politika said quoting Yugoslav pilots.

A one-day walkout by Amtrak maintenance workers over layoffs that disrupted train service in New England and New York ended when a judge issued a back-to-work order Monday. Amtrak is the U.S.-subsidized passenger rail service. (AP)

## U.S. Defends Its Plans On Chemical Weapons

WASHINGTON — The United States defended on Tuesday its plans to produce chemical weapons and rejected speculation that the superpowers could reach agreement this year on a treaty banning such weapons.

Charles E. Redman, the State Department spokesman, described U.S. plans to resume chemical weapons production this year as a modest modernization program to build a safer, more credible deterrent. The United States halted chemical arms production in 1969.

"What we have here is not an effort to match the magnitude of the Soviet effort," he said, "but only a credible deterrent and one which will raise serious doubts in the minds of the Soviet leadership as to the utility of initiating chemical warfare."

He also faulted Moscow for failing to disclose sufficient data on chemical stocks, including the location, types of munitions and destruction plans for old weapons.

Some officials and observers have suggested that the United States and the Soviet Union, which have agreed in principle to a treaty abolishing their intermediate-range nuclear forces, could also sign a chemical weapons treaty this year.

But Mr. Redman called such speculation unrealistic.

"There are still many difficult issues to resolve," he said.

His remarks, at the daily department briefing, were intended to counter recent Soviet efforts to show the West that Moscow wants to destroy chemical weapons.

At a news conference Monday, a Soviet general said U.S. plans to produce binary weapons, which contain two chemical agents that are lethal only when combined, could wreck chances for an international chemical arms agreement.

Max L. Friedersdorf, chief U.S. representative at the Geneva talks on chemical weapons, attended the Moscow news conference but was prevented from explaining the U.S. view because only questions, not statements, were allowed.

After President Ronald Reagan took office in 1981, he waged a long and ultimately successful battle to win congressional funding for the new generation of binary weapons.

Mr. Redman stressed that during the U.S. moratorium on chemical arms production, the Soviet Union "undertook a massive buildup" of its chemical weapons stockpile, which some officials estimate exceeds 300,000 tons.

He reaffirmed a U.S. commitment to an effective and verifiable chemical weapons ban and said a seventh round of U.S.-Soviet negotiations is set for December.

But, he said: "It's hard to set any artificial deadline and we aren't setting that. What we're looking at is a good treaty and one that resolves the kind of issues that we've been talking about effectively."



### Mubarak Marks War Anniversary After Re-election

President Hosni Mubarak of Egypt, who on Monday won a second six-year term, standing at attention with top military officials Tuesday to mark the anniversary of the start of the 1973 Middle Eastern war. Mr. Mubarak, 59, who was the only candidate in a referendum and had wide support even among opposition groups, won 97.12 percent of the vote, with turnout put at 88.47 percent.

## UNESCO Board Delays Vote for Agency Head

PARIS — The executive board of UNESCO put off on Tuesday making its choice for the post of director-general, held by Amadou Mahtar Mbow of Senegal, after failing to decide on voting procedures.

After five and a half hours of secret discussions, delegates said the 50 members of the board would begin voting Wednesday on a new chief for the UN Educational, Scientific and Cultural Organization.

Delegates said the daylong procedural maneuvering indicated divisions that developed after Mr. Mbow, 66, decided to run for a third term.

The board is divided among Mr. Mbow's mainly African and Arab supporters, Asian and Western partisans of his chief rival, Foreign Minister Sahabzada Yaqub Khan of Pakistan, and a third group that wants neither.

The United States and Britain left UNESCO in 1984 and 1985, charging Mr. Mbow with waste and anti-Western bias.

France's representative to UNESCO, Gisèle Halimi, said Tuesday that she was resigning because her government had ordered her to vote against a new term for Mr. Mbow. Mrs. Halimi said she was quitting in protest at France's decision to back Mr. Yaqub Khan.

Mrs. Halimi, a lawyer and feminist activist, was appointed to the Paris-based agency by President François Mitterrand. Her influence over French policy in the election of a right-wing government headed by Prime Minister Jacques Chirac last year.

Mrs. Halimi said she could not support the candidate of a government which she said had repeatedly violated human rights.

## Solidarity Accused Of Bid to Smuggle Arms Into Poland

WARSAW — The chief government spokesman said Tuesday that the banned Solidarity union movement was responsible for what he called a terrorist shipment into Poland of weapons, tear gas, listening devices and printing materials.

The spokesman, Jerzy Urban, said the shipment, along with letters implicating Solidarity members, was in a trailer brought from Sweden and seized by security agents in the Baltic port city of Gdansk on Sept. 30.

The accusation was made slightly more than a week after Vice President George Bush met with leaders of Solidarity in Warsaw, and during a week when the government is to announce major economic and political changes.

Janusz Onyszkiewicz, national spokesman for the union, denied Tuesday that Solidarity would have anything to do with importing weapons or tear gas.

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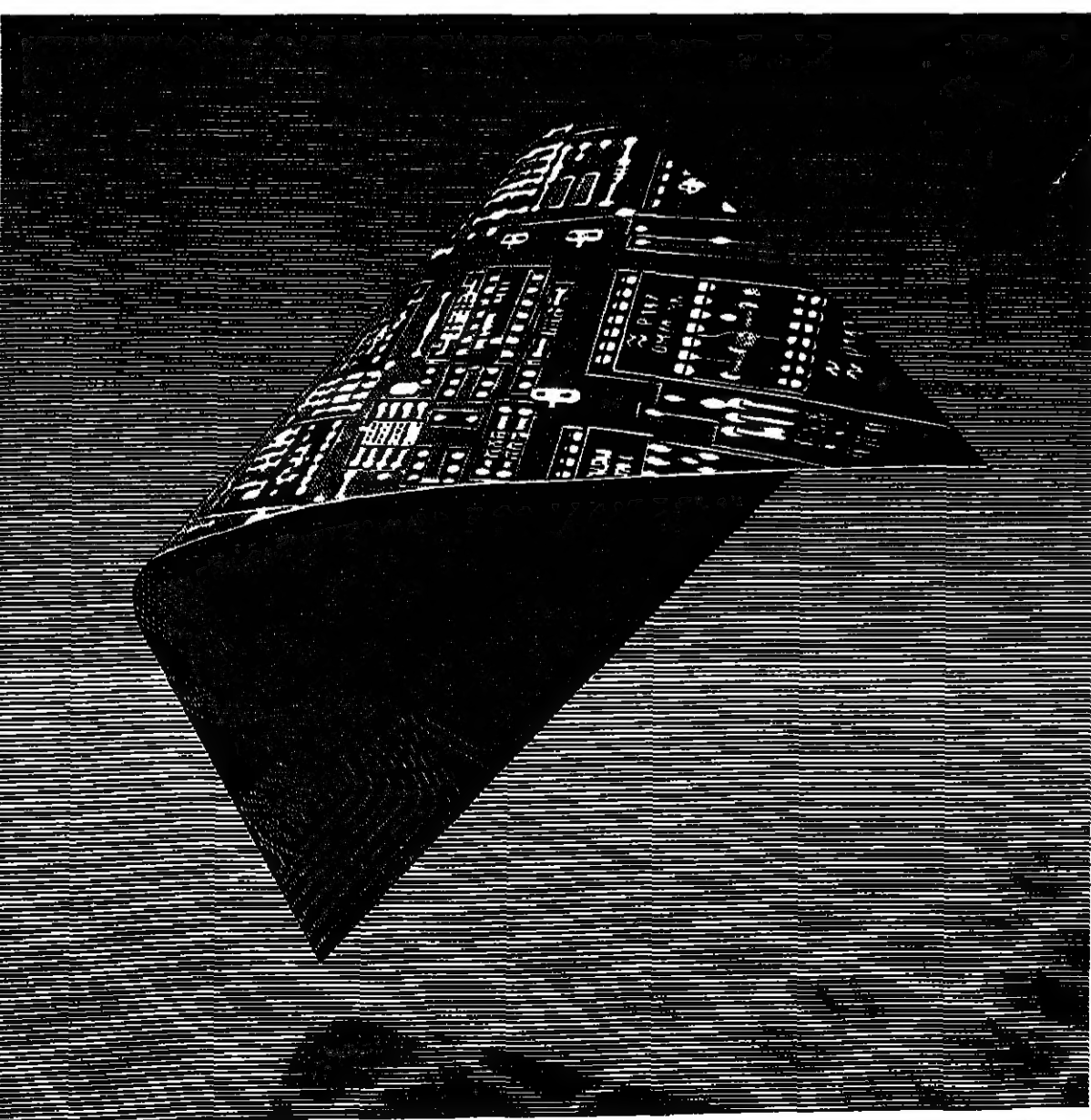
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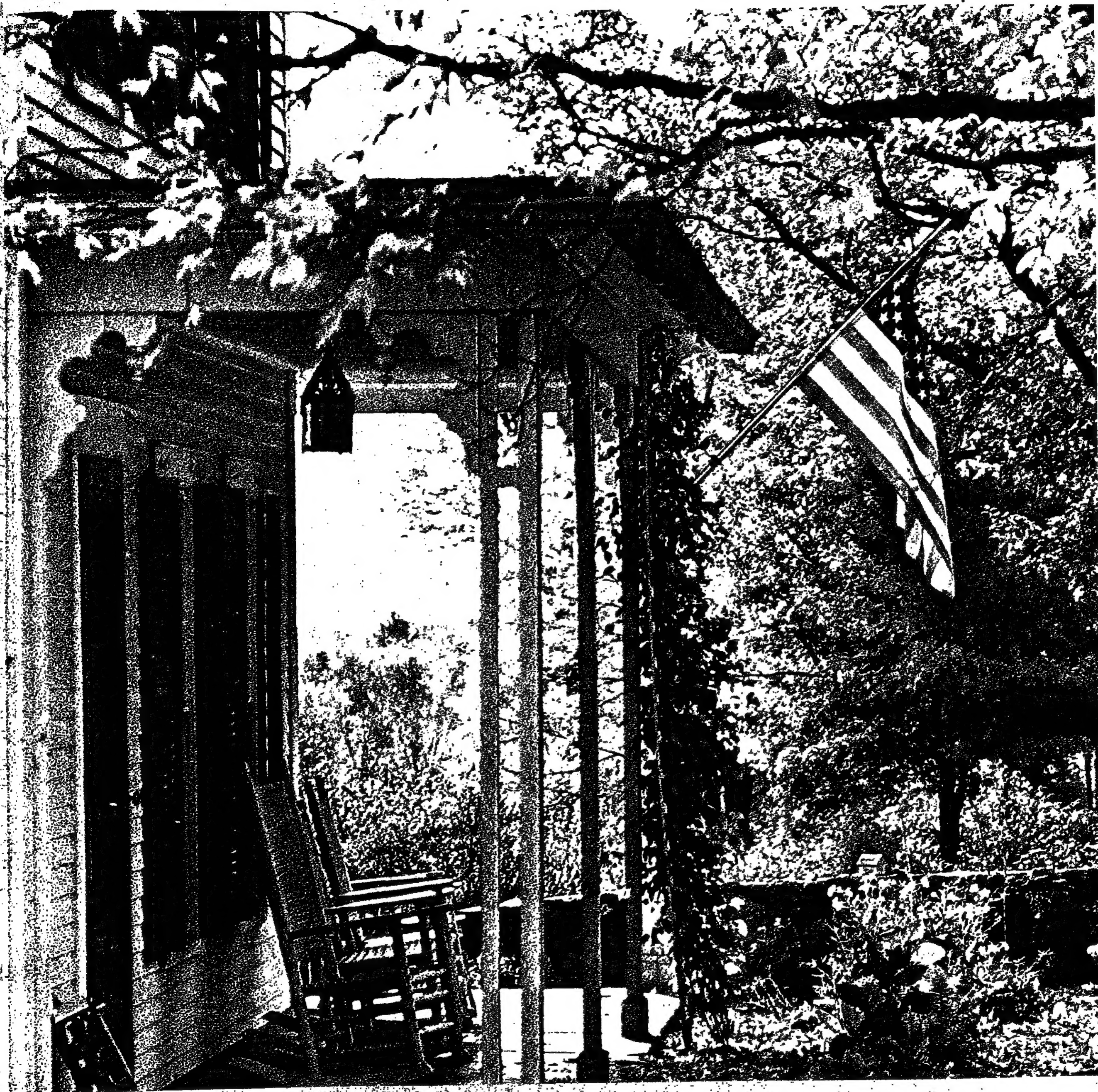
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## Salvadoran Rebels And Duarte Agree On Cease-Fire Panel

**The Associated Press**  
SAN SALVADOR — The government of President José Napoleón Duarte and leftist rebels ended a two-day meeting Tuesday with an agreement to form a commission to seek a cease-fire in El Salvador's eight-year-old civil war.

Both sides had predicted that the talks would not resolve the major political and ideological differences, and a joint communiqué announcing the commission appeared to bear out their forecasts.

Representatives of the insurgent Farabundo Martí National Liberation Front and the Salvadoran government started talks Sunday in an effort to comply with the regional peace accord that is intended to end insurgencies in El Salvador, Guatemala and Nicaragua.

In statements after the negotiations, rebel leaders raised doubt that the commission could bring about a cease-fire because of the differences. But Mr. Duarte said that if the commission failed, he would "assume a historic challenge" and ask his army to declare a cease-fire on its own.

The communiqué was read by

the archbishop of San Salvador, Arturo Rivera y Damas, at the end of a 15-hour negotiating session that began Monday morning. The talks marked the first time in three years the two sides had officially met.

Both sides achieved the limited goals they had set for themselves. Mr. Duarte got the insurgents to agree to seek a cease-fire within the framework of the peace accord. The rebels obtained a continuing negotiating forum with the government in the form of the commissions.

"It took us almost three years to get a dialogue started, and we achieved it," said Guillermo Ungo, a leader of the rebel delegation.

The cease-fire commission, to be made up of four members each from the government and an umbrella organization representing five armed guerrilla groups, will have until Nov. 4 to present its first report and an additional 120 days to complete its work.

That timetable meets the requirements of a peace plan signed by five Central American presidents in Guatemala on Aug. 7.



A Salvadoran woman behind barbed wire near the Vatican diplomatic mission as government officials and rebels met.

## A Miskito Chief Ends Anti-Sandinist Fight

**By Stephen Kinzer**  
**New York Times Service**

PUERTO CABEZAS, Nicaragua — One of the commanders of Miskito Indian guerrillas fighting in Nicaragua has agreed to end his campaign against the Sandinista government.

The commander, Uriel Vanegas, appeared in Puerto Cabezas on Tuesday with several dozen of his 400 men. He shared a platform with Interior Minister Tomás Borge.

"We can support the Sandinista project if it defends Indian rights," Mr. Vanegas said.

His men carried rifles, grenade launchers and machine guns as they listened to his speech in the Puerto Cabezas plaza.

Mr. Vanegas said he and his troops were not surrendering and vowed that they "will not turn in a blessed rifle to the Sandinista Front."

Under an agreement signed by

Mr. Vanegas and Sandinista officials, the Indians will be allowed to keep their weapons, and they will form police and militia units to defend Indian villages.

Mr. Vanegas said some of his men "will become part of the national army."

Relief workers and others in Puerto Cabezas described Mr. Vanegas's decision as an important breakthrough that could lead to an end to the six-year-old war between

the Indians and the Sandinista authorities.

They estimated that with Mr. Vanegas's decision to stop fighting, there were 800 to 1,500 Indian guerrillas still in the field. Brooklyn Rivera, the most prominent Indian leader, has put the figure at 2,800.

The Moravian Church, to which most Miskitos belong, is serving as an intermediary between the government and Indian commanders.

"Most of the Indian fighters are about to accept a cease-fire," said the Reverend Andy Shoen, superintendent of the Moravian Church in Puerto Cabezas. "During the last two years, the government has taken a different attitude toward these people and has started respecting their feelings."

The announcement that Mr. Vanegas and his 400 men would stop fighting represented a victory for the government, which has tried to persuade the Indians to press their demands through political rather than military means.

## Wright Assails Reagan's Latin Policy

**By Joel Brinkley**  
**New York Times Service**

WASHINGTON — The House Speaker, Jim Wright of Texas, who took the unusual step two months ago of agreeing to collaborate with President Ronald Reagan on a peace plan for Central America, has called the White House's latest Nicaragua strategy "ridiculous and a creation of the extreme right wing."

Mr. Wright's caustic remarks Monday were notable because for the last two months he has avoided harsh criticism of the administration's statements on Nicaragua, trying, according to an aide, to give the Central America peace process a chance to work.

Last week, senior White House officials listed demands that they said the Sandinista government must accept if it hoped to forestall a request to Congress next month for \$270 million in renewed military aid to the contras. Among them, Nicaragua would have to stop taking Soviet-bloc military aid, evict Soviet and Cuban military advisers, hold new presidential elections, free all political prisoners and sharply reduce the size of its armed forces.

The demands included several that are not a part of the peace agreement signed by five Central American presidents in Guatemala in August.

Noting the negative reaction to the list by Mr. Wright and others, a senior White House official said Monday: "People here don't see

this as a new plan. Really, it's just the Reagan-Wright plan."

He was referring to the joint peace initiative Mr. Reagan and Mr. Wright offered two months ago, just before the Central American leaders concluded their accord.

But Mr. Wright disagreed. He called the White House list "ridiculous demands that violate Nicaraguan sovereignty," adding, "It is becoming increasingly difficult to avoid the conclusion that someone advising the president is trying to torpedo the peace process."

Speaking with reporters, Mr. Wright said it seemed as if "the extreme right wing" had taken over the White House's Central America policy.

A senior aide to Wright said: "That list has nothing to do with the Reagan-Wright plan. It's no longer operative." The Reagan-Wright proposal became more or less irrelevant when the Central American presidents signed their own accord.

The Wright aide said, "The ultimate tragedy will be that if the White House goes through with this it may cause the Guatemala plan to fail."

But, the White House spokesman, Martin Fitzwater, said the list of demands "represent our thinking on compliance with the Guatemala peace plan."

Acknowledging that the White House demands exceeded those in the Guatemala plan, Mr. Fitzwater said, "We'll make our own determi-

nation about what is acceptable and what constitutes compliance in terms of the range of decisions we have to make in Central America."

Mr. Wright got into conflict with the White House almost immediately after he agreed to sponsor a joint peace initiative with Mr. Reagan.

The same week that the plan was announced, the White House distributed to members of Congress an explanatory 21-point addendum that said, among other things, "It is our understanding that an acceptable timetable for new presidential elections 'would call for prompt national elections, certainly well in advance of the currently scheduled 1990 elections.'"

Mr. Wright said he had never approved or even seen that list before it was distributed and was angered by it.

On Monday, his aide said, "We had long discussions" with Secretary of State George P. Shultz and the White House chief of staff, Howard H. Baker Jr., "and we all agreed that one nation could not dictate that sort of thing to another."

Mr. Reagan is to lay out his demands in a speech to the Organization of American States on Wednesday, and an official said the demand for new elections was in an early draft of the speech but had since been removed. The official said that "we're not saying now" whether the administration will insist on early elections.

## Panel Would Guide U.S.-Canada Trade Pact

**New York Times Service**

WASHINGTON — To save a free-trade pact with Canada, the Reagan administration agreed that a Canadian-American panel for settling disputes could review acts of Congress and authorize Canadian trade retaliation if those acts "violate the spirit" of the pact, according to officials.

This 11th-hour concession, touching American sovereignty and other details, were disclosed Monday as the administration mo-

bilized to sell the package to Congress while fighting protectionist provisions of an omnibus trade bill now in conference between the two chambers.

The U.S. trade representative, Clayton K. Yeutter, said that approval of the Canadian pact would require "a lot of effort" by supporters but also that "this is a package that should sell itself and will sell itself."

The accord, completed after 16 months of negotiations just before

a deadline of midnight Saturday, calls for elimination of all tariffs by Jan. 1, 1999, and the reduction of many nontariff barriers. The aim is to integrate the two nations' economies.

**Mitterrand Begins Latin Trip**

**Agence France-Press**

PARIS — President François Mitterrand left Tuesday for Buenos Aires on the first leg of a six-day Latin American tour that will also take him to Uruguay and Peru.

## Drug Promises to Render Colds Sneezeless

**By Gina Kolata**  
**New York Times Service**

NEW YORK — Science is still a long way from a cure for the common cold. But maybe that does not matter so much anymore.

For the first time, researchers think they may have found the substance that causes cold symptoms. Even better, they think they have found a drug that blocks its action.

People who used the drug would still have the cold, but without the stuffy nose and sore throat that make it such a miserable ailment.

"I'm not going to stand up in public and say that it will work," said Dr. David Proud of the Johns Hopkins University School of Medicine. "But that's the hypothesis."

Dr. Proud, Dr. Robert Naclerio of Johns Hopkins and Dr. Jack Gwaltney of the University of Virginia have new evidence that cold symptoms are caused by kinins, normal proteins that cold viruses prompt the body to produce.

It should be possible to administer the kinin-blocking drug in a nasal spray, they said.

The drug would prevent kinins from dilating blood vessels and sending pain messages, the normal functions of these proteins.

If the treatment worked, cold symptoms would be alleviated. Moreover, because patients would still have their colds, they would develop antibodies. Thus, they would be protected from the particular strain of cold virus the next time they encountered it.

Dr. Proud, Dr. Naclerio and Dr. Gwaltney are awaiting approval from the Federal Food and Drug Administration to start testing this drug, called a bradykinin antagonist, on volunteers.

The drug was developed by scientists at the University of Colorado who wanted to use it for research purposes and is licensed by Nova Pharmaceuticals in Baltimore.

## Dutch Kidnappers Said to Seek Gems

**Reuters**

AMSTERDAM — Kidnappers of a Dutch businessman want half the ransom demanded for his release to be paid in diamonds, the Rotterdam newspaper *Algemeen Dagblad* said Tuesday.

It said the ransom sought for Gerrit Jan Heijn, No. 2 executive of the retail chain Ahold NV, was diamonds and cash worth 25 million guilders (\$12.5 million).

Extensive toxicological tests in animals have shown it to act "with perfect safety," Dr. Proud said.

"I think it's an interesting new observation," said Dr. Robert Couch, a cold researcher at Baylor College of Medicine in Houston. The kinin antagonist, he said, "would certainly be something to try."

It has long been known from studies of volunteers that only about two-thirds of people who are infected with a cold virus actually develop symptoms.

What the researchers discovered

pain, which could explain sore throats.

Dr. Gwaltney, who has been studying colds for 30 years, said he began wondering about cold symptoms when he noticed, as others had, that cold viruses seem to have virtually no effect on cells lining the nose.

He reasoned that something other than the virus itself must be causing the symptoms. There were a number of possible culprits, including histamines and prostaglandins as well as kinins.

Dr. Gwaltney sent nasal secre-

cause the common cold — so many as to make a cold vaccine virtually impossible.

Even without a vaccine, it is still possible that people exposed to a cold could take measures to protect themselves.

Dr. Couch and others, including Dr. Gwaltney, discovered that interferon can do this, at least for rhinoviruses, a class of viruses that is responsible for 30 to 40 percent of colds.

When the interferon results were made known in early 1986, they seemed quite promising, Dr. Gwaltney recalled.

"Our original idea was that you could spritz interferon into your nose once a day all winter long and never get a cold," he said.

But interferon turned out to have unacceptable side effects when people used it for more than a week. Volunteers reported that their nose was irritated, itching and burning and that they had blood-tinged nasal mucus.

"The side effects were worse than the symptoms of the cold," Dr. Gwaltney said.

The kinin discovery, then, may provide new options.

Dr. Gwaltney pointed out, however, that although the researchers have repeated their initial studies and are certain that kinins are there, what they have is an association, not yet a proof of cause and effect.

**People who used the drug would still have the cold, but without the stuffy nose and sore throat that make it such a miserable ailment.**

was that those who have symptoms also have a high level of kinins in their nasal secretions.

Volunteers who sprayed kinins into their noses developed cold symptoms, even if they did not have a cold. Dr. Proud, who tried this himself, said he developed a stuffy nose that lasted about half an hour and a sore throat that lasted five hours.

The findings make sense, Dr. Proud said, because kinins dilate blood vessels, which could lead to stuffy noses, and they also produce

tions from 40 volunteers with colds to Dr. Proud and Dr. Naclerio, who tested the secretions for the presence of these biochemicals.

"We found only kinins," said Dr. Proud.

The kinin work comes at a time when "there has not been a whole lot of interest in the common cold," Dr. Couch said, adding that he believed that scientists had begun to view cold research as "a hopeless area."

The problem is that as many as 200 to 300 different viruses can

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## Chinese Police Arrest 60 Protesters, Beating Many, in Tibet's Capital

Compiled by Our Staff From Dispatches  
LHASA, Tibet — Chinese police arrested more than 60 demonstrators Tuesday, beating many with sticks and rifles, after the protesters marched in central Lhasa.

The demonstration was the third in 10 days. On Thursday, a pro-independence protest is believed to have left as many as 10 dead.

About 2,000 people stood by at the regional government office compound as Chinese police and soldiers armed with AK-47 automatic rifles and automatic pistols herded the marchers into trucks, beating many of them.

About 100 protesters had marched from the direction of the Drepung monastery. Initial indications were that all 100 had been arrested, but Western witnesses said later that a few marchers were arrested on the way and others left the march. About 60 continued on to the regional government office, where they were arrested.

The marchers were believed to have been Buddhist monks wearing civilian clothes.

The Buddhists were demanding the release of 21 monks who were arrested Sept. 27 in Lhasa during a violent protest demanding Tibetan independence from Chinese rule. It was the first such incident in Lhasa in recent years.

There have been reports that the monks plan to demonstrate Wednesday, the 37th anniversary of the Chinese occupation of Tibet.

"We firmly oppose and will try to firmly stop these kinds of riots," a Communist Party spokesman.

Wu Xingtang, said Monday in Beijing. He accused foreigners of advocating independence for Tibet.

On Thursday, at least 2,000 Tibetans demanding independence burned a police station and police vehicles and stoned officers.

Chinese security troops were flown to Lhasa on Monday, and police erected barricades on the main roads to the Sera, Ganden and Drepung monasteries.

An Associated Press reporter, using a back road, reached Sera, four miles from Lhasa. Inside the monastery, more than 330 monks were mourning the deaths of two of the comrades shot Thursday.

"We're not able to go out now," said the abbot, who gave his name only as Tenzing. "They surround the place at night. Please, all of you Westerners, help us to become independent."

Beijing has blamed the Dalai Lama, Tibet's exiled civil and religious leader, for inciting the demonstrations. (AP, UPI)

**Senate Voices Concern**  
The U.S. Senate voted 98-0 Tuesday to link the provision of military articles or services for China to a presidential certification that Beijing is "acting in good faith and in a timely manner to resolve human rights issues in Tibet."

The Associated Press reported from Washington.

The resolution also called on President Ronald Reagan to meet with the Dalai Lama to support efforts to find a peaceful resolution to the recent outbreaks of anti-Chinese violence in Tibet.



SLIPUP — President Ronald Reagan missed a step Tuesday as he escorted Crown Prince Akihito of Japan at the White House but caught himself and did not fall.

## CHINA: The Effect of Tibet Unrest

(Continued from Page 1)  
The hard-liners might find it difficult to explain how they would have handled the Tibet demonstrations and that it might be hard for them to wage a new assault on the

proponents of liberalization so soon after their campaign earlier this year apparently fizzled.

An Asian diplomat said there had already been high-level disagreements in Beijing about how Tibet should be treated.

In the Cultural Revolution, which began in 1966 and lasted for 10 years, Tibetan religion and culture were harshly repressed. In recent years, the government has tried to make amends by restoring temples, increasing spending in the region and offering concessions such as allowing parents to have more children than would be tolerated elsewhere in China.

The conciliation effort has been most noticeable in the last two years, since the appointment of a new Communist Party secretary for the region, Wu Jinghua, a native of Sichuan Province.

The principal architect of the policy of conciliation with Tibet was Mr. Hu, the deposed party chief. Analysis said three of China's most prominent advocates of liberalization — Deputy Prime Ministers Hu Qili and Wan Li and Prime Minister Zhao Ziyang — were also associated with the policy and could be blamed for it.

## NATO Planners Defend Missile Accord

By Robert J. McCartney  
Washington Post Service

BRUSSELS — NATO planners have concluded that the proposed U.S.-Soviet treaty to eliminate intermediate-range nuclear missiles would weaken Moscow's overall military capability by at least as much as NATO's and may result in a small gain for the Western alliance in the European nuclear balance.

The Soviet Union would give up more than three times as many nuclear warheads as the North Atlantic Treaty Organization in the agreement, an advantage that a senior NATO expert said was "not something to sneeze at."

The Soviet Union consequently would suffer a relatively greater loss in the ability to strike enemy airfields, command and control centers, and rear-echelon positions where troop reinforcements would gather in any war between the East bloc and the Western alliance.

The planners' assessment is believed to be closer to the position of the NATO commander, General John R. Galvin, than to that of his predecessor, General Bernard W. Rogers, who was replaced by General Galvin in June, had argued that the allies were stampeded into accepting the agreement.

"Clearly, we don't lose badly," said another expert at NATO headquarters in Brussels. "In some ways, we think we have a gain. They give up more targets than we do."

A major concern, however, is that the pact could create political momentum for additional nuclear disarmament accords that might eventually leave NATO vulnerable to the Warsaw Pact's perceived advantage in conventional forces.

A political question raised by the accord is whether it represents a downgrading of the U.S. commitment to defend Europe. The U.S. intermediate-range nuclear forces in Europe, or INF, which would be dismantled beginning in 1983 to counter the growing Soviet arsenal of SS-20 missiles and to reassure European allies of U.S. determination to help defend them.

Yet, there is sharp debate within the alliance over whether Warsaw Pact conventional forces are really superior to those of the Western alliance. The International Institute of Strategic Studies in London judges the conventional forces of both blocs to be in rough parity.

While some NATO military commanders are unhappy about losing 108 U.S. Pershing-2 missiles under the treaty, the United States would still retain the ability to hit Soviet territory from Europe with submarine-launched missiles and bombs carried by F-111 aircraft based in Britain.

Eliminating the Pershing-2 missile force based in West Germany was widely considered Moscow's chief military goal in the negotiations on medium- and shorter-range nuclear arms. The Pershing-2, with a range of 1,100 miles (1,800 kilometers), is regarded as NATO's fastest and most accurate weapon capable of striking Soviet soil.

The U.S.-Soviet agreement in principle would eliminate only ground-based missiles with ranges of 300 to 3,500 miles, which are estimated to represent less than 4 percent of the superpowers' total nuclear arsenals.

The planned elimination of intermediate-range forces, according to both civilian and military experts at NATO, makes it more important than before to fulfill plans to upgrade NATO's battlefield-range missiles and airborne nuclear weapons systems during the 1990s.

The major potential liabilities for the Western alliance in the proposed treaty are political rather than military, according to officials in Brussels and at NATO's military headquarters in nearby Mons.

"In purely military terms, there is no question that we gain," said Martin McCusker, director of the military committee of the North Atlantic Assembly.

NATO experts expressed special satisfaction that the treaty would reduce the threat posed to the alliance's 35 operational airfields, and to ports such as Rotterdam and Antwerp, where U.S. troop reinforcements would arrive in case of war. But the Soviet Union, like the United States, would retain the ability to hit those targets with other weapons.

Under the agreement, each side is to scrap all land-based missiles with ranges shorter than those of intercontinental ballistic missiles, or ICBMs, and longer than those of battlefield-range or tactical missiles. NATO will lose about 480 missiles. Moscow, by contrast, would destroy more than 1,500.

Perhaps the biggest problem is that the treaty would eliminate the missiles considered ideal for making a "demonstration" shot early in a war. Such a shot would seek to persuade Moscow to call off an invasion of Western Europe by Warsaw Pact conventional forces.

In this scenario, a single missile would be fired at a military target on Soviet territory to show Moscow that NATO was willing to use nuclear weapons to defend Europe. The Pershing-2 missiles and, to a lesser extent, the ground-launched cruise missiles, serve this purpose better than the alternatives allowed by the treaty, NATO experts and private analysts said.

Intermediate-range missiles are land-based and thus somewhat more accurate than submarine-launched or airborne weapons.

The weapons to be dismantled also have the advantage of what is called "visibility."

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In this scenario, a single missile would be fired at a military target on Soviet territory to show Moscow that NATO was willing to use nuclear weapons to defend Europe. The Pershing-2 missiles and, to a lesser extent, the ground-launched cruise missiles, serve this purpose better than the alternatives allowed by the treaty, NATO experts and private analysts said.

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## OIL & MONEY

### THE CHALLENGE OF THE 1990's

THE EIGHTH ANNUAL INTERNATIONAL HERALD TRIBUNE/OIL DAILY CONFERENCE, LONDON OCTOBER 22-23, 1987

THE program is designed to assist senior executives in the petroleum industry and related fields to determine their business strategies into the 1990's. The Honorable John S. Herrington, Secretary of Energy, United States; H.E. Abd al-Hadi Muhammad Kandil, Minister of Petroleum and Mineral Resources, Egypt; H.E. Rilwanu Lukman, Minister of Petroleum Resources, Nigeria; President of the OPEC Conference, H.E. Arne Oien, Minister of Petroleum and Energy, Norway and The Rt. Hon. Cecil Parkinson M.P., Secretary of State for Energy, United Kingdom will head a distinguished group of energy and financial leaders from around the world.

Senior Executives wishing to attend the conference should complete and mail the registration form today.

#### OCTOBER 22

UNITED STATES ENERGY POLICY  
The Honorable John S. Herrington, Secretary of Energy, United States  
CHALLENGE OF THE 1990's: A CORPORATE VIEW  
John R. Hall, Chairman and Chief Executive Officer, Amoco Oil Co.  
Philip O'Leary, Chairman, Texaco - Europe Ltd.  
Nader Sultan, President, Kuwait Petroleum International Ltd.  
GLOBAL DEMAND AND SUPPLY: AN OVERVIEW  
John H. Liebenow, President, Petroleum Industries  
FEE: Mr. R. J. Zetter  
Moderator: Herman T. Franssen, Economic Advisor of H.E. The Minister of Petroleum and Minerals of the Sultanate of Oman

FREE LUNCH: (These three sessions will run concurrently)  
NORTH AMERICAN MARKET  
Theodore R. Beck, Chief Executive, Amoco Corporation  
Milton Lipson, President, W. L. Consultants Corporation  
THE EUROPEAN OUTLOOK  
Giuseppe Siligotti, Executive Vice-President, AGIP SpA  
Ted White, Director, Petroleum Economics Ltd.  
THE PACIFIC OUTLOOK  
Dennis J. O'Brien, Chief Economist, CALTEX Petroleum Corporation  
LUNCH  
THE OUTLOOK FOR THE UNITED KINGDOM'S PETROLEUM INDUSTRY  
The Rt. Hon. Cecil Parkinson M.P., Secretary of State for Energy, United Kingdom  
MARKET FORCES IN CHARGE OF SUPPLY MANAGEMENT  
John Deuss, Chairman, Transworld Oil Ltd.  
ENERGY SECURITY AND THE MIDDLE EAST  
Geopolitical Outlook  
Charles DiBona, President, The American Petroleum Institute  
George Quincey Lumsden, Director, Oil Market Development, International Energy Agency  
Mehdi Vaziri, Senior Analyst, Kiewit Green & Co.  
Moderator: Robert Mabey, Director, Oxford Institute for Energy Studies

#### OCTOBER 23

MINISTERIAL PRESENTATIONS AND DISCUSSIONS  
H.E. Rilwanu Lukman, Minister of Petroleum Resources, Nigeria, President of the OPEC Conference  
H.E. Arne Oien, Minister of Petroleum and Energy, Norway  
H.E. Abd al-Hadi Muhammad Kandil, Minister of Petroleum and Mineral Resources, Egypt  
Moderator: Herman T. Franssen, Economic Advisor of H.E. The Minister of Petroleum and Minerals of the Sultanate of Oman  
THE WORLD ECONOMY: RETURN TO NORMAL GROWTH  
Stephen Morris, Senior Fellow, Institute for International Economics, former Chief Economist, O.E.C.D.  
Respondent: Timothy Congdon, Chief U.K. Economist, Shearson Lehman Brothers  
BREAKOUT GROUPS (These three sessions will run concurrently)  
FINANCING EXPLORATION AND DEVELOPMENT  
Jean Claude Balaceanu, Director General, Institut Français du Pétrole  
David Parker, Manager, Project Finance Unit, National Westminster Bank  
THE FINANCIAL HEALTH AND PROFIT PROSPECTS OF THE OIL INDUSTRY  
Dillard Spriggs, President, Petroleum Analysis Ltd.  
CHINA: PROSPECTS FOR OIL DEVELOPMENT  
Kim Woodard, President, China Energy Ventures  
LUNCH  
FINANCIAL STRATEGIES FOR THE OIL INDUSTRY: NEW INSTRUMENTS AND MARKETS  
Respondent: Charles Group Treasurer, B.P. Finance International  
R. Hartwell Gardner, Treasurer, Mobil Oil Corporation  
Robert B. Weaver, Senior Vice-President, Global Energy Executive, The Chase Manhattan Bank, N.A.  
IMPROVISED PANEL DISCUSSION  
Moderator: Nicholas G. Vostes, Oil Consultant, London and The Hague

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The fee is £295 (plus VAT at 15% £339.25, total £364.25) or the equivalent in a convertible currency for each participant. This includes lunches, a cocktail reception and post-conference documentation. Fees are payable in advance of the conference and will be returned (less £50 administration charges) for any cancellation postmarked on or before October 12. Cancellations postmarked later than October 12 will be charged the full fee. Substitutions may be made at any time.

Please return the registration form to: International Herald Tribune, Conference Office, 63 Long Acre, London WC2E 9JH, or telephone (441) 379 4300 or telex 262009.

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Royal Garden Hotel, Kensington High Street, LONDON W8 4PT. Telephone (441) 937 8000. Telex: 263151. A limited number of rooms have been reserved for participants at preferential rates. Reservations must be received by October 5. Please contact the hotel directly.

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## TAINT: Traces of the Chernobyl Disaster in European Food Supplies

(Continued from Page 1)  
quarters in Montélimar, in southeastern France.

"This contamination is certainly not harmless," Mr. Courbon said.

A spokesman for the Ministry of the Environment in Bonn said it was impossible to say to what extent the ministry's advice is being heeded by Germans, who are avid mushroom-seekers.

"We issued a warning three weeks ago," the spokesman said, "saying that people should be cautious in their consumption of wild mushrooms because of the possibility of elevated radiation levels."

"In general," he continued, "we have not registered levels above the average. The levels vary for each single mushroom, depending on where it grows. In southern Germany, there have been individual mushrooms, particular morels and other varieties that grow in woods, that have been above the average. But there is little actual danger."

Michael Schroeder, a spokesman for the environmentalist Green Party in Bonn, said: "For the government to have issued any warning at all, however mild, things really must be serious. It has played down the risks ever since the accident."

In Montélimar, Mr. Courbon said, many of the 200 varieties that had registered higher levels of radioactivity than the EC limit, although to a much lesser extent than the yellow boletes.

He said that some popular mushrooms, including *girilles*, *cèpes* from Périgord and *Bordeaux*, *coullemes de l'Aude* and morels had bequeathed amounts under the EC limits. Truffles, he said, are free of radioactivity.

In general, Mr. Courbon said, the mushroom crop this year had proved to be more radioactive than the one last year, which came only six months after the Chernobyl accident in April 1986. This is apparently because leaves affected by radioactive rainfall later fell to form



## Tamils Kill 8 Soldiers and 3 Officials

By Richard M. Weintraub  
Washington Post Service

NEW DELHI — Tamil separatist guerrillas killed eight Sri Lankan soldiers and three government officials Tuesday in their stronghold in northern Sri Lanka, in an upsurge of violence that threatened to undermine an Indian-backed peace agreement.

The Liberation Tigers of Tamil Eelam said the slayings were in revenge for what they characterized as the forced suicides of 12 of their men, including two regional leaders, who swallowed cyanide pills Monday as government troops were putting them on a flight from the Jaffna Peninsula to Colombo, the capital.

Officials in New Delhi acknowledged that the two-day toll had dealt a severe setback to efforts of the Indian peacekeeping force in Sri Lanka to bring an end to the

violence that has shaken the country for five years.

Three government soldiers were reported to have been wounded in attacks by the Tigers on two army camps on the peninsula.

"It will take us weeks to try to get back to where we were" in progress toward ending Sri Lanka's ethnic strife, said an Indian official.

Other observers said the sudden surge of violence, including the fatal shooting of an Indian soldier late last week, had placed India's peacekeeping effort in a precarious position.

There were no signs that India was reconsidering its increasingly exposed position in the conflict, however.

"Neither side really wants us to leave," said an official. "There is a lot of pressure for us to act more forcefully, but that is not our style. Once you shoot an arrow you can't

get it back and you can't be sure it will do what you want it to do."

The cyanide deaths at Jaffna's Palaly airbase Monday and the killings of the soldiers Tuesday underscored the fanaticism of the Tigers, the main Tamil guerrilla group, and the difficulties in putting the accord into effect.

Tiger guerrillas, many in their teens, often wear cyanide capsules and vow to commit suicide rather than be taken alive. Very few have ever been captured.

A peace agreement signed two months ago by President J. R. Jayawardene of Sri Lanka and Prime Minister Rajiv Gandhi of India brought hopes of an end to the bloodletting between Sri Lanka's majority Sinhalese community and its minority Tamils, whose guerrillas have been fighting for a separate Tamil state.

Indian officials say they have succeeded in getting Tamil guerril-

la groups to turn in much of their weaponry, including most of their machine guns and mortars.

"They no longer have the capability of carrying out guerrilla warfare," said an official.

Yet a spate of small-arms attacks, many by one Tamil group against another, has left Sri Lankan authorities nervous.

In addition, the Tigers refused to endorse the peace accord until about a week ago, when they agreed to cooperate in forming a joint governing council for Sri Lanka's Northern and Eastern provinces, as called for under the accord.

Within a day, however, the group's leadership withdrew its endorsement of the makeup of the provisional council, drawing sharp criticism from Colombo and New Delhi. The action also opened the door to renewed violence.

Before Monday, the surge in violence was mostly in Eastern Province, which is divided almost equally among Sinhalese, Tamil and Moslem Sri Lankans. Recent attacks there included four on Indian peacekeeping units, apparently by government irregulars or local police.

When 17 of the Tigers were taken into custody on a boat off the Jaffna coast, it became a test of the peace accord and the three major players under it: India, the Sri Lankan government and the Tigers' leadership.

Sri Lankan authorities insisted that the boat was carrying heavy weapons and was illegal under the agreement.

The Tigers insisted that their men carried only personal weapons, tacitly acceptable in the short run under the accord. They said the men would commit suicide if the Indian peacekeeping force allowed the government to move them from the main government base on the Jaffna peninsula, which is also the main Indian Army headquarters for Sri Lanka.

"If our cadres and leaders are allowed to die," a spokesman for the group said, the Tigers "will not be bound to observe the cease-fire and cooperate with" Indian troops in "maintaining peace in the Tamil areas."

Just how the suicide scene occurred Monday remains unclear.

On Tuesday morning, according to reports from Colombo, the Tigers informed the Sri Lankan Army that the bodies of eight soldiers could be found at the Jaffna bus station. The soldiers had been captured March 23 at an outpost near the town of Jaffna.

Later, a police constable was reported killed in the town of Vavuniya, and the manager and deputy manager of a government-owned cement plant on Jaffna's northern coast were gunned down in their offices.

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## 130 Killed in Uganda Mystic's Force

Reuters

KAMPALA, Uganda — Hymn-singing followers of a rebel priestess launched suicidal attacks on Ugandan troops on Monday and 130 were killed, government field commanders reported.

The followers of the priestess, Alice Lakwena, died like hundreds before them — charging into battle in eastern Uganda smeared with a magic ointment they believe protects them from bullets.

More than 500 members of Miss Lakwena's Holy Spirit movement are reported to have been killed in the last four days, and tallies of the dead in the rebellion total several thousand.

But Miss Lakwena, who is described by Ugandans as a beautiful and devout prophetess in her early 30s, still has an army of at least 5,000 in the field.

A Defense Ministry statement, carried by the Uganda radio, said the army killed 280 rebels from the Holy Spirit Movement in a major battle in the southeast on Friday.

Kampala press reports said the priestess broke

through an attempt to encircle the remnants of her force, taking with her a long-range field gun hauled by donkeys.

The Roman Catholic newspaper Munno said villagers burned 12 rebels alive and clubbed others to death. The Defense Ministry appealed to villagers to take prisoners.

The fighters, all drawn from the Acholi tribe of northern Uganda, believe that the priestess is a living saint and a powerful sorceress. They go into battle poorly armed and fight with their trousers rolled to the knees.

More than 1,000 of them have been killed in suicidal attacks on government positions in eastern Uganda this year.

The government has not disclosed its own casualties, but reporters who visited the battlefield put the number of army dead at 26.

Several more conventional guerrilla groups oppose President Yoweri Museveni's government in northern and eastern Uganda, but the Holy Spirit Movement has taken the brunt of the fighting.

## Bucharest Political Shake-Up Widens

Reuters

VIENNA — President Nicolae Ceausescu, demanding an overhaul of Romania's sagging economy, has reshuffled his ministers and ordered expulsions from the Communist Party Central Committee.

Mr. Ceausescu blamed arrears and failures on bad management.

"It is therefore necessary to change completely the work style and methods in all sectors of activity," Mr. Ceausescu told the Central Committee on Monday, the Agerpres news agency reported.

Romania has succeeded in halving its debt to the West, to \$5.5 billion, since 1981. But the drive to cut the debt led to austerity that is among the harshest in East Europe.

There are shortages of heating fuel and food, frequent power cuts and, after disappointing five-year plan results for 1981-83, exports slumped by 11 percent last year.

Mr. Ceausescu, in power for 22 years, has shown no enthusiasm for the reformist policies of the Soviet leader, Mikhail S. Gorbachev.

Since a visit by Mr. Gorbachev in May to urge greater openness and change, the Soviet media has given frank coverage to hardships faced by Romanians.

At least 18 ministers have been dismissed or reshuffled in the past five weeks. Western diplomats said that is a high number even for Romania, where Mr. Ceausescu often rotates senior officials in a policy

that he argues helps them to perfect their work.

The changes appeared to take on a new complexion when the interior and justice ministers were replaced at the weekend. Most reshuffles had been in energy and other economic sectors.

The former state security chief and deputy interior minister, Tudor Postelnicu, replaced Interior Minister George Homoteanu, and Maria Boba, formerly deputy minister of justice, took over from Gheorghe Chivulescu as minister.

"Those are more than the usual merry-go-round," a diplomat said. "It's big news, but how exactly to read it is premature."

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# Herald Tribune

Published with The New York Times and The Washington Post

## The Real Story on Jobs

Unemployment in the United States inched down to 5.3 percent in September with hardly a whiff of inflation, and the White House is crowing.

The administration certainly can take credit for keeping a heavy foot on the fiscal accelerator, stimulating the economy by running its amazing budget deficits. But the country's capacity to sustain high employment with stable prices results largely from broad trends beyond the immediate control of policy. The real question is not who should get the credit, but whether Washington can contain the political forces that would reverse the gains.

A half century after publication of John Maynard Keynes's General Theory, it is no longer considered a feat for government to create jobs. The trick is to maintain high employment without pushing up wages and then prices. That goal seemed more distant after the 1974 and 1980 recessions. In the latter years, it was conventional wisdom that the "natural" rate of unemployment, the minimum compatible with price stability, was on the rise.

Now it is clear that high unemployment resulted mainly from transient factors, notably the difficulty of absorbing the huge baby-boom generation into the labor force. There were more than 37 million births between 1955 and 1964, for instance, compared with 25 million between 1935 and 1944.

This bubble was further inflated by the dramatic increase in the proportion of women seeking work. In 1962, only 38 percent of adult women were in the labor force. By 1982, the figure had risen to 53 percent. The coincidence of a suddenly tight world market for oil and the loss of hundreds of thousands of jobs to industrial imports completed the dismal portrait of an economy unable to provide

enough work without overheating prices. New America's luck has turned. New entries to the labor force are falling and most workers displaced by imports have found other jobs. Meanwhile, foreign competition continues to discipline labor markets; business rarely offers wage increases greater than productivity gains, even where labor is scarce.

The stratospheric oil prices of the '70s generated sufficient supplies to render oil prices insensitive to modest changes in consumer demand. Other commodities are also in chronic glut for a variety of reasons—the Green Revolution, stagnant demand from Europe, the versatility of synthetic substitutes for fibers and metals.

All this suggests that the economy should be able to absorb millions of marginally qualified job seekers in the next decade, taking a mighty leap against poverty without new inflation. But a leaner, more flexible economy has made life harder and riskier for many businesses. The outlook for employment could turn dim if Washington succumbs to demands for a corporate safety net.

Congress has been sensitized to the inflationary threat posed by, say, tighter quotas on clothing imports or deregulation of airlines. But other inflationary ideas have stirred little alarm, like punishing countries that export commodities produced in the United States, cartelizing U.S. food production and limiting cheap foreign uranium to a third of the domestic market.

Americans without portable skills or the money to attain new skills have been badly bruised by a decade of convulsive change. That sacrifice ought not to be rendered meaningless just as the fruits of economic restructuring come within reach of those most in need.

—THE NEW YORK TIMES

## Reach Out to Mozambique

The fate of struggling, beleaguered Mozambique may not weigh greatly in the geopolitical scales, but this former Portuguese colony has become the object of an intense ideological tug of war. The argument is between those who consider Mozambique Marxist and Soviet-oriented, and therefore a fit candidate for liberation under the auspices of the Reagan Doctrine, and those who see in President Joaquim Chissano a lapsed or lapsing Marxist whose pragmatism and, above all, whose desperation to save his country from South Africa and from underdevelopment, make him a fit candidate for Western cultivation.

We think Mozambique is a country well worth the West's reaching out to. Certainly President Chissano, who was received Monday by President Reagan, is making a big push to strengthen and display his Western ties, even as he takes economic and military aid (but no troops) from Moscow. The most interesting aspect of the American argument over Mozambique, however, lies not so much in its terms as in the principal parties to it. The parties are not, as you might expect, Ronald Reagan and liberals to his left. The parties are Ronald

Reagan and conservatives to his right. As a country where an ostensibly anti-Communist resistance is going on without American backing, Mozambique has become a symbolic cause for hard-core conservatives. They demand that Mr. Reagan conduct there the rollback policy he is conducting elsewhere in places where Marxists came to power in the past decade.

To his credit, Mr. Reagan is resisting these urgings. His more subtle and pragmatic policy sees Mozambique's Renamo guerrillas accurately as clients of unrepentant South Africans and Portuguese, recognizes the African nature of Mr. Chissano's leadership and welcomes the opportunity for the United States to perform a limited but useful service of diplomatic brokerage between South Africa and Mozambique. The issue comes soon to Capitol Hill in the form of an administration-backed effort to end last year's congressional ban on including Mozambique in an important regional transport project. Among Renamo's champions there are those like Senator Jesse Helms who appear immovable on the issue, and those like Senator Bob Dole who should know better.

—THE WASHINGTON POST

## Diplomacy at a Discount

Unless Congress decrees otherwise, the United States soon will be closing 15 overseas diplomatic posts, including two embassies, and laying off 1,300 employees from a State Department payroll of 22,000. Congress proposes to slash a crippling 23 percent, or \$767 million, from the department's budget. And this is being inflicted by the same lawmakers who piously bewail Washington's declining global influence and risky dependence on foreign nations.

These prospective cuts represent the mentality of a banana republic, not a great power. Diplomacy is the first line of defense and the front line of peace.

The desire to reduce the federal deficit makes sense. But the cuts are far from equitable and sensible. The same Congress that begrudges diplomacy approves by voice votes billions for pork-barrel programs. And it is not just a matter of pouring money into vote-getting domestic programs. Congress

has disproportionately cut State Department operations overseas compared with overseas missions of other departments that employ 70 percent of U.S. personnel abroad.

The lawmakers are playing dice with the country's security: America's Foreign Service officers supply the bulk of political and economic intelligence. They often work under the worst and most dangerous conditions, as in Lebanon. Now they are asked to do more for less, and are blamed for failures to improve embassy security in Moscow—which is a bit much coming from legislators who for years showed so little interest in repeated appeals for needed security funds.

No homeowner would sensibly economize by canceling fire insurance. That is what Congress proposes to do—unless the Senate rises above the House's banana republic reflexes and reinstates money denied a federal department as vital as it is vulnerable.

—THE NEW YORK TIMES

## Free Trade Has Its Risks

At the last moment, President Reagan and Prime Minister Brian Mulroney wanted a free-trade agreement badly enough to take risks. They were right to do it, for this agreement can bring important benefits to both countries. But the risks are not minor. The two governments now have to enact legislation to bring the agreement into effect, and each commander will have to deal with heavy sniper fire from entrenched protectionists.

This free-trade zone was conceived by both governments to set the world an example of enlightened commercial relations. Some experts objected that it pointed toward bilateral deals rather than worldwide rules. The answer was that the system of worldwide rules—the General Agreement on Tariffs and Trade—was becoming creaky and obsolete. The Canadian-American agreement can set a standard for the GATT.

As the talks went on, they inevitably got entangled with shoes and ships and sealing wax—all the grievances over specific com-

modities that are the substance of trade policy. But the most difficult of the differences seems to have been resolved ingeniously. Canadians do a lot of subsidizing, but much of it is irrelevant to exports. They feared U.S. companies would sue the Canadian subsidies to the United States in Canadian courts in litigation. The solution is to be an international tribunal. It will be made by each country's law but guarantee that the law is fairly applied. If U.S. companies are right in saying they only want order enforcement of rules against unfair subsidies, they have nothing to lose. If Canadians are right in saying that the United States has indulged in stretched, tendentious readings of the law, this tribunal will correct it.

Next comes a fierce attack on the agreement by all the industries in both countries that find the idea of expanded competition to be deeply threatening. They are entitled to a hearing. But they don't deserve to win.

—THE WASHINGTON POST

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## A Troubled Maghreb Looks Past Bourguiba

By John K. Cooley

LONDON — When President Habib Bourguiba drank a glass of orange juice at high noon in the holy city of Kairouan one day some 25 years ago, it was one of those simple acts that can change history.

Several more recent acts may have postponed a revolution. On Sept. 27, a Tunis court spared the life of a Muslim fundamentalist leader, Rachid Ghannouchi, but sent him to prison for life. President Bourguiba, warned of the fundamentalists' growing boldness, reshuffled his cabinet, appointing as prime minister a professional soldier with a reputation as a tough security chief, the minister of state for the interior, Zine al-Abidine Ben Ali.

Islamic Jihad, the pro-Iranian group in Beirut, has threatened to murder Tunisian leaders if the death sentences against seven of the 90 fundamentalists tried last month are carried out (five of the seven were sentenced in absentia). But for the moment, Mr. Ghannouchi, one of

**The real struggle in North Africa today is economic, not religious; it is about survival.**

Mr. Bourguiba's most formidable opponents, has not been made a martyr. Still, the United States and Western Europe soon will have to face the consequences of Islamic resurgence throughout the Maghreb or Arab West, as the Arabs call North Africa. In a way, it all began with Mr. Bourguiba's defiant consumption of that glass of orange juice long ago. It happened in the fasting month of Ramadan. Believers are supposed to take no food or drink in the daytime unless ill or traveling.

Mr. Bourguiba drank the juice in view of television cameras and thousands of religious notables and ordinary Tunisians. It set the tone for the secular reforms he brought his country in the years to come.

Mr. Bourguiba was deliberately playing his role that day not only as a benevolent dictator but as a teacher of his people. He was demonstrating that fasting could be harmful to health and productivity at work. He went a step further and ordered cafés and restaurants to keep normal hours, even during Ramadan.

This was a small but crucial part of the long campaign by the "Supreme Command," as Mr. Bourguiba enjoyed being called, to separate religion and state in Tunisia. Monogamous marriage, divorce and voting rights for women, encouragement of Western dress, equal education and professional opportunities, all were part of the secularizing process that Mr. Bourguiba began soon after wresting independence from France in 1956.

I interviewed him in 1965, after his return from a Midwest trip. He drew public scorn but private approval from Arab leaders like President Nasser of Egypt by urging peace talks with Israel based on United Nations resolutions for Palestine. "Tunisia has to become a modern state," he told me. "We have taken the best from our foreign invaders, from the Phoenicians to the French. We are an Islamic country, and we're good Muslims. That doesn't mean that we are

zealots. The zealots must never rule." What has happened to reverse Mr. Bourguiba's work, to infuriate Tunisian youth with prayer, the Koran and cover-up dress for women who once preferred jeans? What has impacted a new fundamentalist vision to so many Tunisians?

The government's most facile answer is: Ayatollah Ruhollah Khomeini's Iranian revolution. Tunis broke diplomatic relations with Tehran in March, charging that the ayatollahs were sending arms, money, tracts and agents to spread Iran's clerical style of rule into North Africa.

Iran was blamed again in the trial of Mr. Ghannouchi and the others last month. But Western policy makers, puzzling over a response to Islamic revivalism, would be well advised not to spend too long blaming Iran for Tunisia's troubles.

The Khomeini brand of Shiite Islam holds no theological appeal for Tunisians. Sunni Muslim Arabs (and, for few generations before the French protectorate of 1883-1956, Sunni Ottoman Turks) have ruled in Tunisia since the early centuries of Islam.

True, there are still some Ibadites in North Africa; their doctrine is an old offshoot of Shiism. They come from the Tunisian island of Djerba and Algeria's M'Zab region. But most are hard-working and frugal merchants. They care little for secular or religious politics.

There is a different problem behind the religious revivalism in North Africa and the terrorism it can breed (the Tunisian trial last month dealt with hotel bombings in August that injured 13 persons; and there have been problems in the Algerian countryside with Islamic extremists).

It is a problem that produced labor troubles, student revolts and food riots in Morocco and Tunisia from 1980 to 1984, and which could threaten Colo-

## They May Starve in the Dark This Time

By Jonathan Power

was delayed for a month and a half while visas were negotiated.

British networks, with smaller and more mobile crews, had been taking more interest for some time. Michael Buerk, the BBC correspondent in Johannesburg, did a filmed report from

**The crops have failed and people will die without new aid, but TV is tired of Africa.**

Ethiopia in July. It deeply affected British viewers and helped raise \$10 million for the relief agencies. Mr. Buerk returned to Ethiopia in October after his bosses phoned him in Johannesburg to say that the rival commercial channel was preparing a feature on famine in Africa.

The powerful film that resulted from this trip was due partly to unusually good photography by his cameraman, Mohammed Amin, and partly to a stirring commentary by Mr. Buerk. It gained extraordinary impact from an unforeseen event—the death

on camera of a 3-year-old child, the last of her mother's children.

The report caused an enormous jolt in Britain. NBC has first rights to all BBC international reports, and NBC's London bureau chief viewed the report on the day it was broadcast, Oct. 23, and advised New York to air it at once.

Senior producers said they wanted a day to reflect. The London bureau persisted and finally persuaded Paul Greenberg, the executive producer of NBC Nightly News, to view it. He saw a partial clip and was convinced. He asked London to send the whole report. It arrived at 5 P.M., just as the newscast was assembling the night's broadcast.

There are few times when a newscast can be brought to complete silence, said Mr. Greenberg, and this was one of them. "All the side talk and worried preparations for the evening broadcast, all the gossip and talk of the political campaign just stopped. You felt as if you'd been hit in the stomach. Immediately after the transmission ended the phones rang off the hook."

CBS and ABC and networks all over the world took up the story, making it an unparalleled cause célèbre. NBC said that it would run continuous reports on the famine.

To their credit, the Western media stayed with the story for more than a year. Bob Geldof's Live Aid concert in July 1985 and the Sport Aid races in May 1986 helped keep it going.

But inevitably, interest waned. By early summer last year the spotlight was all but turned off.

This time around, on wonders what it will take to switch the television cameras on. Compassion fatigue is running deep. Africa's wars and its battle with AIDS are more visually compelling stories. Even they often produce a shrug of indifference.

Africa is torn and to end by seemingly intractable problems. What it badly needs is steady commitment from the outside—not just sacks of grain sent hurriedly during crises of drought and hunger (though such aid is important), but a long-term effort to help construct and sustain agricultural projects that can reverse the downward slide.

Thanks to the outpouring of generosity in 1985, there is a good deal of that under way. But new commitments are needed every year, even when the TV eye is averted. Putting African agriculture back on its feet is the work of a generation, and television should do its part to keep reminding us of that.

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## 100, 75 AND 50 YEARS AGO

1887: Russia and France

PARIS — The Figaro publishes a dispatch from Dnikirk giving details of the speech by Grand Duke Nicholas of Russia. The text is: "France is doing well. Nevertheless, she shows much good sense in not allowing herself to be excited by the continual vexations of her neighbor. She must continue to make ready and to perfect her armaments, while turning her soldiers into such heroes as by their great feats of arms they have made a name in history. Russia, on her side, is not inactive. Her principal aim is to destroy the influence of Germany ... Before long our Government will be entirely composed of men whose sympathies are French. Until that time, let France remain calm."

1912: Treaty Is Reached

GENEVA — Italy and Turkey have reached an absolute agreement on the principal points of a treaty. They are:

## The French Grow Fond Of Stability

By Flora Lewis

PARIS — The French campaign for next spring's presidential election may well confirm a watershed in the history of republican France two centuries after the revolution.

The violence, the terror and the passion of 1789 have left France deeply divided for most of the time since. The pendulum swung drastically from one side to the other, but the chasm between left and right remained.

Now, however, the issues have narrowed. Talk about "changing society," the left's slogan in 1981, or "the fate of France," the right's rallying cry in 1986, is no longer convincing. The pendulum has slowed way down, coming much closer to the traditional American question of which set of scandals should be in and which set out.

This is a profound change for France and suggests a new political stability, though it can also mean restraint on governmental ability to take initiatives. It is largely the result of the Socialist triumph in 1981, and the victory of the rightist coalition in the legislative elections of 1986, producing power-sharing between President François Mitterrand, a Socialist, and Prime Minister Jacques Chirac, the French call *cohabitation*.

At first, it was taken as a risky but short-term aberration. The politicians hate it, but they have had to make it work because the voters would punish whichever side brought it to collapse.

Now it is becoming clear that the voters rather like a system that imposes checks and balances that did not previously exist, that reins in the scope for political free-wheeling. The succession of left and right governments demonstrated that neither side has a sure cure for French problems.

Both sides promised to solve unemployment and it is still going up. Both sides promised dramatic invigoration of the economy and it has not arrived. Some gloomy economists even expect Italy to overtake France in national output within a few years, whoever wins the election. The number of people who think the election will make a huge difference no longer seems big.

Polls show a surprising popularity for Mr. Mitterrand despite his party's definite minority standing. There is no chance that the Socialists have a way to regain a parliamentary majority if he is re-elected and dissolves the legislature. He probably would not dissolve it, so re-election may depend on whether the voters want to prolong cohabitation for the remaining three years of the legislature's term.

If they do, Mr. Mitterrand, who is 71, is likely to be given another seven-year term and the voters would have another chance to endorse or reject cohabitation in the 1991 assembly elections. Even if they do not, the new president would be expected to restrain himself and not turn the legislature back into the abject rubber stamp that it was in the Gaullist years.

This amounts to a transformation of the Fifth Republic. It reflects the change in French society that has taken place since the great confrontation of 1968 and the decline of the Communist Party. With the Communists on the margin, the stakes of the struggle are lower for all but the class politics, the wonderful French phrase for the small group that thrives on speculating, watching, or backing politics.

This shows in the petty, personal patronage issues of the campaign and will no doubt keep it dull. Unlike in America, the candidates are all known, though several have not yet declared, and none are being knocked out. The big surprise would be if Mr. Mitterrand retired, which is not likely.

Mr. Chirac and former Prime Minister Raymond Barre are the main contenders facing him. The role of Jean-Marie Le Pen, the nationalist ultra-rightist, provides what emotion there is in the campaign; while it is nasty, it does not change the basic shift of contention to control of the growing but ill-defined center.

There has always been an endemic extreme-right fringe in France, waxing and waning in response to single issues. In the 1960s, it was Pierre Poujade, whose movement was against rising taxes. In the 1970s, it was Philippe Nicaud, representing shopkeepers up in arms at the rise of supermarkets and an attempt to stem modernization of the retail distribution system.

Mr. Le Pen's issue is uglier: racism and the advent of multiculturalism challenging the traditional French sense of identity because of Arab and African immigration. But that, too, will fade because the immigrants are here to stay and will eventually assimilate.

As it prepares for its bicentennial, republican France is settling down. It is a good sign for France's allies.

The New York Times

## OPINION



Habib Bourguiba by Doulos

## Judge-Bashing Is a Hazardous Game

By David S. Broder

WASHINGTON — The victory that liberals now boast they will achieve in blocking Judge Robert Bork's elevation to the Supreme Court could be an expensive one. The game of judge-bashing, which they learned from their opponents on the right, ultimately profits no one. It inevitably damages and could destroy one of the major safeguards of U.S. freedom: the independence of the judiciary.

If Judge Bork goes down, as seems likely, he would be the second prominent and principled jurist in a year's time to be victimized by a campaign of mass propaganda. The first was Rose Elizabeth Bird, the chief justice of the California Supreme Court. She was removed from the bench in November 1986 in a confirmation election that also terminated the tenure of two other "liberal" justices.

The parallels make activists of the left and right squirm, but they are unmistakable. The Senate confirmation process, like the California confirmation election, has been around for a long time. But neither has been used this way before. It is one thing for responsible senators to conclude, on their own reading of Judge Bork's record, that he does not belong on the Supreme Court, or for reputable legal scholars to oppose Justice Bird's continued service on the California Supreme Court, as some did. It is something else when judges are lynched to appease the public.

Justice Bird lost because of the multimillion-dollar, mass media and direct mail campaign mounted by her opponents, and if Judge Bork goes down, it will be for the same reason. One that gun is drawn, every judge and judicial appointee can be held hostage to the popular passions of the moment. Something precious and vital to American democracy will be gone.

There is irony in the fact that the battle against Justice Bird was organized by the conservative supporters of President Reagan, who is decrying the assault on Judge Bork. And liberals like Norman Lear, who were fervent in their defense of

judges themselves were out-of-the-ordinary individuals. Justice Bird, the first woman to serve on the California Supreme Court, was appointed by Governor Edmund Brown Jr. by the time she faced the voters for confirmation. Mr. Brown was out of office and out of favor. Judge Bork, a scholar and teacher whose writings offer endless fodder for intellectual debate, was named by Mr. Reagan in the twilight of his presidency, when other politicians no longer feared his power.

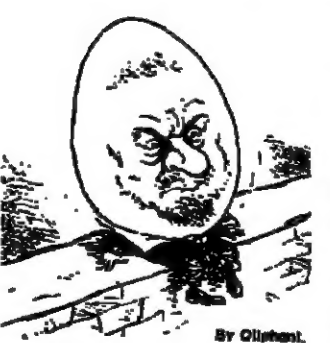
Hard-boiled political analysts can look at the two cases and say, "Tough luck, Bird and Bork. Your names came up at the wrong time, and your opponents were smarter, meaner, better-financed and more aggressive than your supporters. That's the way it goes."

But what if these tactics applied to judges is scary. It should send shivers down the spine of anyone who understands the role of the judiciary in American society. History has been marred by moments when a passion seized the people and goads them to demand extreme action. Genuine conservatives, from James Madison to Robert Taft, and genuine liberals, from Thomas Jefferson to William Douglas, have understood that in such moments, the majority will howl that the offending person or group's property be seized or their liberties suspended.

It is precisely at such moments—when economic or political freedom is threatened by an overwhelming and angry majority, when a president wants to seize the steel industry or conduct mass arrests of demonstrators—that the independence and integrity of the judiciary is America's most precious resource.

Candidates for elective office now routinely face battering by public emotions created through the mass media, by opinion manipulators. To subject judges and judicial appointees to the same propaganda torture tests, whether from the right or the left, does terrible damage to the underlying values of American democracy and the safeguards of freedom. No one wins in such games.

The Washington Post



Robert H. Dumpty  
sat on a wall...

the false allegation that she was "soft on crime," because she had voted "wrong" on case after case applying the death penalty. Judge Bork is succumbing to the false charge that he is "insensitive to personal rights," because he has been "wrong" on cases of importance to women and minorities.

With both political opponents overlooking the judges' claims that they were applying the law as it came to them. In both cases, the opponents ignored the fact that if the judges truly were extremists, as charged, their views could not easily prevail among their presumably mainstream colleagues on the bench.

In both cases, the opponents were emboldened by the fact that the elected executives who appointed the judges no longer enjoyed great public confidence and the

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## OPINION

## At Last, for Steinem's Ms., Money to Go With Respect

By A.M. Rosenthal

NEW YORK — Two men are sitting in a restaurant. They see a couple of women they know at another table. One of the men gets up, walks over and says, "Say, what are you two girls doing here alone?"

The preview issue of Ms. magazine was supposed to come out sometime in the winter, but the editors were not sure exactly when it would be ready. So to be safe they put SPRING on the cover. It came out in January, right on time.

That was in 1972. Since then Ms. has been printing on time every month, great-

ly delighting most of its readers, greatly irritating its critics, influencing bigger and richer women's magazines, becoming a symbol and megaphone for one of the most successful and pervasive social crusades of the century, the women's movement. And not making a dime.

Gloria Steinem, one of its founders, usually took no salary, and the rest of the staff accepted wages that would have meant picket lines elsewhere. The demographics were good (this is publishing jargon for well-educated readers with money to spare). Advertisers said they respected the magazine; they just did not advertise in it much.

So Ms. Steinem and her colleagues had to look for somebody to buy Ms. at no profit to the creators, and guarantee enough backing to keep it going for some years. John Fairfax Ltd., Australia's second-largest media group, came along with what Ms. Steinem was looking for: "real feminism with real money."

Two Australians — Sandra Yates as publisher and Anne Summer as editor — will take over from Ms. Steinem and Patricia Carbine, the co-founder, if the deal becomes final. Then Ms. Steinem can stop running herself ragged raising money for Ms. But before she settles down to just writing for the magazine, she is working to convince readers, advertisers and staff that Ms. will be the same, only a little rich.

## For Wives, It's Different

ELIZABETH DOLE resigned to help her husband campaign, though he will keep his Senate seat. It's somehow different for wives, the transportation secretary said. By resigning, she reinforced the inequity. She assures us there was no suppliant pillow talk. Instead, the unchanged conventions of society directed her to abandon her professional autonomy and give up a job she says she loves. The odds are Mrs. Dole won't get to the White House. She has provided a sad example for working wives.

— Jean Baker, a history professor and biographer of Mary Todd Lincoln, writing in the Los Angeles Times.

Ms. Steinem did not create feminism, a statement with which both she and her detractors would agree. Betty Friedan, whose writings were a large part of the intellectual inspiration for modern American feminism, has been rewarded by hostility and iciness from much of the women's movement. She and Ms. Steinem have nothing to do with each other. Feminism has as many rivalries and self-defeating feuds as any movement. It is not played with beanbags.

But Ms. Steinem became a kind of brand-label for the movement, instantly recognizable throughout much of the world. Much that is printed about her attributes her fame largely to her appearance. Nonsense; many women are attractive and chic, but they do not achieve international reputation. There must be something more; there is.

I have known Ms. Steinem since my reporting days in India, where she was studying on a scholarship. Many of her political opinions, the people she admires and her romanticism about the Third World normally would give me hives.

But she is wonderfully good to talk and argue with. There is an intensity and sharpness of mind, but also a civility of discourse, an ability to explain and teach, that come across in a living room or a lecture hall. That ability to differ strongly without assuming enmity have made her valuable for the movement, outside as well as within.

She reminds me, in those traits, of William F. Buckley, a thought that I trust will test the equanimity of both.

Like other feminist leaders, Ms. Steinem thinks more about what remains to be done than what the movement has accomplished. She says the day will come when women's organizations are not needed — in about the same time as men have banded together, 10,000 years more or less.

But even short of that day, the movement has accomplished enough so that young women, its chief beneficiaries, take what it has won for granted.

One of the gains is the ground won by Ms. Friedan's teachings that the road a woman chooses is right as long as she is free to choose it herself.

One important current case: There are feminists who criticize Elizabeth Dole for campaigning for her husband instead of staying in the cabinet. But it was her choice, and she is campaigning as a politician for a politician. She may do at least as much for the political power of women in the United States as for the senator from Kansas.

Ms. Steinem might debate that. But there is no debate that she and Ms. are part of feminist accomplishment. The reason that people can laugh when she tells the story about the man in the restaurant is that women like Ms. Steinem have made it seem so long ago.

The New York Times.



## LETTERS TO THE EDITOR

## In the Light of History, Bork Casts a Revisionist Shadow

Celebrating the anniversary of a document, even if it is the "sacred text" of the most wonderful form of self-government yet invented, is odd. If I had been home I would not have traveled to Philadelphia for the parade and oratory. Such activities do not summon the appropriate sense of reverence or gratitude. By good fortune, however, I was invited, beginning on Sept. 17, to attend a three-day colloquium on "The Theory and Practice of Constitutional Government" in the Palais de Luxembourg, the splendid Paris quarters of the French Senate. The hall echoed with the thoughts of great men of the Enlightenment, as American and French scholars engaged in theoretical discussions that transported this listener back in time.

One nagging thought, however, pulled me toward the present. I could not forget, as I sat listening to the strains of constitutional history, that the Judiciary Committee of the U.S. Senate was listening to a different voice on the subject of the intentions of the framers and the meaning of the U.S. Constitution — the voice of Judge Robert Bork.

There was little in Judge Bork's view that reflected the importance of the judiciary's role in maintaining the division of powers which Madison, and Montesquieu before him, deemed so crucial. Nor did he seem to recognize that the liberty of individuals, the security of which Jefferson and later the framers considered the primary purpose of government, could not be guaranteed by any set of words alone but required institutional and procedural protections. Nor did he seem to appreciate the perspective of another French observer, de Tocqueville, who noted that the unique contribution of the American Constitution was that those institutional and procedural norms were to be established and preserved by an independent

third century of constitutional rule the true voice of history still speaks to us.

ARTHUR L. BERNET,  
Geneva.

The writer is a professor of constitutional law at Boston College.

Regarding the opinion column "Free Speech: It's Bork Vs. Tradition" (Sept. 4):

Anthony Lewis asserts indignantly that Judge Bork "wants to tear up settled understandings of the U.S. Constitution, root and branch."

Mr. Lewis had quite a different attitude in the Alan Bakke case in the '70s [in which Mr. Bakke, a white man, claimed "reverse discrimination" after being denied admission to a California medical school; the Supreme Court ruled he must be admitted]. Then, he was against "legal absolutes." I quote from his column of Sept. 22, 1977: "In an often lawless world, it is good that Americans thirst for principle. But we put too much on even our remarkable judicial institutions if we ask them to reduce shifting and indefinite social problems to legal absolutes."

Each of these developments has occurred through the traditional judiciary process of elaboration of the text and case law of the Constitution. Most of these developments have been embraced by society and incorporated in state and national legislation; none has been rejected by lasting majorities. Yet every one of these advances, at one time or another, has been opposed by Judge Bork.

When one is privileged to reflect upon the Constitution in the light that history sheds, a light that reveals not just words but the enlightened concepts of its authors, French and American, then one realizes that Judge Bork is a constitutional revisionist.

There is every appearance that the Senate, in the exercise of its constitutional role, realizes this and will say "no" to his nomination. If it does it will demonstrate that as America enters the

K.H. HECHT,  
Solna, Sweden.

The question about whether there is "a right to privacy" established by the U.S. Constitution should be turned on its head. The point is whether the Constitution takes away from the individual his or her right to privacy, which is a natural one, and gives a right to intrude upon it to some other party.

ELIZABETH YOUNG,  
London.

Regarding the opinion column "And in the Opposite Corner, A Senator Out of His Depth" (Sept. 22):

Judge Bork is not being "bespattered with charges of racism, sexism, hypocrisy and dishonesty"; these charges are

## From a Bookstore Window, A View of Drugs and Guns

By Colman McCarthy

DETROIT — Men of action who are men of thought are rare. Edward Vaughn is among the few. He has been an executive assistant to Coleman Young, the mayor of Detroit, since 1982. He is the door to Mr. Young's office, the hinges of which shake daily

city riot that took 43 lives and destroyed 1,300 buildings. Mr. Vaughn has owned and run what is now considered the oldest bookstore in America to specialize in Afro-American history, an intellectual passion that he indulges with regular journeys to West and East Africa.

This afternoon he is in northwest Detroit on Elijah Muhammad Boulevard, explaining the lay of the land. "In the middle of this block," he says, "is the mosque where Malcolm X was once minister. That was in the early 1960s."

As he tells stories of local heroes — from the singer Aretha Franklin, whose father was a minister, to the Reverend Martin Luther King Jr., who was a regular visitor to Detroit's churches — he also remembers black writers like Jean Toomer, Claude McKay and T. Thomas Fortune. He has sold their books for nearly 30 years, becoming sold himself on the belief that passing on black culture to Detroit's young is as important as anything he does for the mayor.

Though large, Mr. Vaughn's contribution is but a drop of water in the city's deep well of chaos. Motown is now Guntown. Schools are shooting galleries. Fourteen teen-agers were shot and killed over the Labor Day weekend. Forty-three died in 1986, with 365 wounded. This year the death rate has increased.

"Drugs," says Mr. Vaughn, "are the major problem. If drugs were eliminated, we wouldn't have much of a problem. It's not so much that the kids get hooked on drugs. They sell them."

"This is the first city in America that I know of," he adds, "where kids were brought in to sell drugs."

Mr. Vaughn did not learn this by reading reports on the drug crisis. He saw it through the window of his store, beginning in the mid-1970s.

As drug selling increased, book selling decreased. Some years, Mr. Vaughn, had sales of \$500,000. When the gross went below \$20,000, he entered politics. In 1979 and 1980, he served in the state legislature. Before that, he taught African history in Detroit universities.

Mr. Vaughn recalls that the mid-1970s was also the time when schools began to lose interest in the teaching of black history and culture in high schools and colleges. And, he says, political elections were occurring: "the moving away by the federal government of programs designed to help the black community."

In the early '70s, after the fires were put out in Detroit, Los Angeles and other cities, black pride was used as a social force. Edward Vaughn believed in it. His store was able to compete in the marketplace against every business but the drug business. When the handbags come out and are fired in the war over drug profits, not only teen-agers are being killed off. Books and ideas are dying, too.

Washington Post Writers Group.

## MEANWHILE

because Mr. Vaughn's work includes handling all constituent complaints, all police complaints and appearing at all public meetings with Mr. Young.

When all the ails are added, he still has room for another life — the bookman's. Since 1959, which in Detroit's measurement of time means eight years before the

borne out by his statements and judicial record. William Safire has confused "conservative" with "reactionary."

KEITH ERVIN,  
Paris.

Judge Bork objects to the Supreme Court decision in Griswold vs. Connecticut on the ground that he can detect no guarantee of the right to privacy in the U.S. Constitution. I would have thought that the use of contraceptives in the privacy of one's home was protected by the right to "liberty and the pursuit of happiness."

GRANT BROWN,  
Oxford, England.

## The Reality of Race

I can't get my mind off Anthony Lewis's opinion column, "For the American Far Right, Black is Red" (Sept. 21). It should change some readers' views. Unfortunately, it will not. Disraeli said it all a long time ago: "The only truth is race. There is no other."

After years of watching Californians vote on various initiatives, I've reached the point where I believe that if a secret ballot were held on the issue "Should blacks be returned to slavery?" there would be a two-thirds "yes" vote! The Falwells and Helmses take advantage of this to get money and votes.

What can be done? I don't really know. Change will be long and painful.

FRANK BRADLEY,  
Melbystrand, Sweden.

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## ARTS / LEISURE

## Rise of the Byblos Woman

Compiled by Our Staff From *Duparques*  
MILAN—Mi... seems to have discovered the fountain of youth.

Gone are the days of classic tailored clothing that put this staid northern Italian industrial city on the fashion map, replaced by clothes so young and sweet they could be his at a kid's birthday party.

Springtime romance and freshness permeate the runway of the Trade Fair Center where the top Italian designers are presenting their spring-summer 1988 ready-to-wear collections this week.

It is hard to imagine next summer's Milan lady anywhere near the office in her ruffled miniskirt, spiked heels and short bolero jacket to reveal plenty of bare midriff.

Perhaps less eye-catching, but no more practical for city life, are the myriad of short chintz party dresses in delicate floral prints, with hooped skirts and demure puffed sleeves and such accessories as tiny white gloves, corsages and straw sunhats.

Best at this look were two romantic Englishmen, Keith Varty and Alan Cleaver, who designed the Byblos collection.

The Byblos woman has never heard of the industrial revolution or the feminist movement, and like her turn of the century counterpart, strolls blissfully through the park—symbolized on the runway by a peach colored willow tree—in floral printed party dresses and wide brimmed straw hats laden with silk roses and complete with heavy face veil. She wears long gloves and her hair is pinned up in back by a floral barrette.

As an extra party favor, Byblos offered a series of gaily colored, uper short full skirted linen dresses in bright fruit shades, which were paraded down the runway to a 1980s hit tune "Lollipop."

Karl Lagerfeld for Fendi also

adopted the party line in full petticoated floral print minidresses with oversized puffed sleeves, and matching wide-brimmed hats. The facacious designer, however, completed the outfit with white knee socks and white sneakers with bright lipstick red laces: the new Fendi warm weather color.

Along with the chintz floral patterns, Lagerfeld favored youthful taffeta plaids, and cheerful garden colors for his miniskirts and dresses.

Tai and Rosita Missoni paired short snug jackets and waist-length summer-knit cardigans with bubble skirts, tiny tubes and shorts.

The Missonis are famous for the way they put colors together. This time they combined soft old rose with violet, lemon yellow and chartreuse and dark blues and greens with a rusty terra cotta.

The models wore lace stockings with flat sling-back shoes, pigtail down their backs and versions of the flat-brimmed Chinese coolie hat but the Missoni prints often had more of an Aztec look about them.

Romeo Gigli has developed his own style, which involves clothes in stretch fabrics that are fitted so snugly no bulge goes undefined. Short tight tops bare a sliver of flesh at the midriff. Still, his newest blouse falls from small, natural shoulders and billows out around the hips. He says the shape reminds him of an upside-down flower.

The blouse is usually shown with pants, and, in fact, his collection has quite a number of pants. They are also shown with either snug or oversize jackets.

Why so many trousers this time, Gigli was asked. "Because I don't like puffy skirts," he answered.

His models look less dreamy than they did in earlier shows. Their hair is slicked back into knots and anchored by many silver-colored



The Byblos look for evening (left) and daytime.

ored headbands, combs, and barrettes, all worn at the same time. They look more assured, and so does the designer.

The big question is: Who can wear such youthful attire?

"It's not enough to be young at heart," said a buyer for a New York boutique. "You have to have a young body and face to match."

If there was a party mood on the

runway, the audience of fashion editors and buyers, like a bunch of disapproving chaperons, clucked its way through the shows.

The designers are unconcerned by the conventional fashion guidelines of age and configuration when choosing a garment.

Said Lagerfeld of his new collection: "It is intended to give women permission to misbehave."

## Three Plays By Dramatist Of Promise

By Sheridan Morley  
*International Herald Tribune*  
LONDON — Sam Walter's Orange Tree in Richmond has long been among the best and bravest of London's fringe theaters, and with "Definitely the Bahamas" he establishes Martin Crimp as a dramatist of considerable promise. Hitherto best known for radio

## THE BRITISH STAGE

scripts, Crimp is evidently aware of his proximity to another master of the unspeakable threat, Harold Pinter, who also started out in radio.

He gives at least one of his three new one-act plays "A Kind of Arden," a distinctly Pinteresque label, while the second, "Spanish Girls," has a program quote from Pinter, and the title piece seems strongly evocative of "A Slight Ache," as a suburban domestic haven is invaded by a mysterious stranger able silently to uncover its ghastly marital secrets.

Yet Crimp has his own dramatic paths to chart, and they are wonderfully followed by Alec McCowen, who has directed the trilogy for the stage but not been afraid of its radio origins and the correspondingly long, motionless stretches of dialogue.

In the first play a young married couple (Amanda Royle and Rob Edwards) on holiday in the Caribbean strike up a poolside conversation with an older woman (Hether Canning). In the course of which it becomes clear that her husband is dying of something unspeakable indoors and that the young man, already proud of having had his wife sterilized, is uninclined to do anything about it.

In the second play, Edwards is the son of a Holocaust victim going to Spain to confront a dying Nazi war criminal (John Moffatt) in the performance of the evening) only to find little more than an old man in love with his garden and horrified by the new skyscraper across the road.

In the last and longest play, Moffatt and Canning are a middle-aged married couple able only in passing to refer to the violence that lies just out of range of the family snapshots.

All three scripts suggest a brittle,

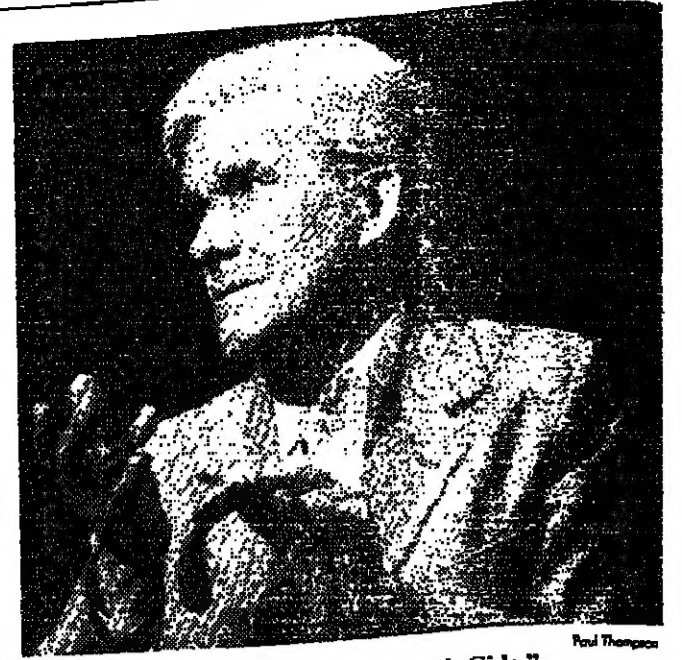
random, quirky gift for sinister anecdotes and veiled insults. All are interlinked by themes of domestic cruelty and social bigotry. These bickering, semi-detached, inconsequential chats are laced with the acid of real hatred and the blood of marriages in decay.

Crimp is a writer to watch or at any rate overhear, and it would be good to find his talent for sunbaked desolation turned next toward a less fragmentary full-length plot.

At the Everyman in Cheltenham, Warner Brown's "The Prospero Suite" is a stunningly, if uncharacteristically terrible, little play that sets out from an intriguing and partly factual premise, though its faintly documentary base is nowhere acknowledged. Several years ago, a distinguished and aging British film director appeared in front of a gathering of New York movie critics who were so savage in their damnation of his current production that he was unable to make another film for several years. When he did eventually return to them with a new film after more than a decade in self-imposed exile, it was generally acclaimed as a classic and the very same American critics, gathered now to honor a genius, seemed more than somewhat amazed that he had taken their previous assassination so very much to heart.

Brown's drama wanders vaguely what might have happened in the years of enforced semi-retirement, and tries to deal with a vast range of allied questions about critical integrity and artistic inspiration. The setting is a New York hotel room only slightly less spacious than Westminster Abbey and furnished in much the same way.

There we are introduced to the director (James Greene, looking suitably ghostly), his tycoon mother (Hazel Douglas, looking about old enough to be his second wife), a long-suffering secretary (Diana Payan), a bitchy critic (Beth Ellis) and various other hangers-on all of whom wear the glazed smiles of actors who have read the rest of the script and therefore know ahead of us that it isn't going to get any better.



John Moffatt in "Spanish Girls."

In a series of rambling, echoing and vastly portentous speeches Brown sets up the notion that great artists ought to be allowed to make masterpieces without interference, and that critics ought to be kept in their place, this last a theory I wholly endorse if it means somewhere well away from disasters like "The Prospero Suite."

Halfway through its first scene the author seems to have realized that there may be a certain lack of activity here, so we then get an offstage suicide, some tricky juggling with time present and time past, and a lot of arch references to old Hollywood movies.

If you locked someone up in a darkened room for several weeks with nothing but "Sunset Boulevard" and "All About Eve" for company, this is very possibly the kind of nightmare plot that might emerge. It is mainly notable for lines like "It takes it out of you, being a genius," as well as a breathtaking failure to realize that an anecdote which might have made a couple of useful paragraphs in a critical autobiography is not automatically the stuff of a two-hour stage debate that seems to drag on for several days.

John Doyle directs a long-suffering cast on the principle that if they move around a lot and start occasional games of chess, we might get distracted from some of the more insane and arch stretches of the dialogue. Cheltenham has an enchanting and well-run theater, but if it puts on many more plays like this it will also have an empty one.

Upstairs at the Royal Court, Gregory Motion's "Ambulance" is one of those scripts the management periodically enjoys staging in order to remind its affluent and

trend-setting audiences about the nature of true suffering.

Until you have watched eight actors on an empty stage, crashing into each other while performing a ritual dance of death, you have no idea what it is like to spend an evening in the company of a writer who wants to say something about inner-city personal decay but has yet to decide quite what. Accordingly we get a lot of the agony as a night community of derelict drunks, addicts and loonies faces up to the occasional medical raid, but none of the character insight or communal drama that might have led to a coherent comment. Where O'Casey's people lay in the gutter and gazed at the stars, Motion's lie in the gutter and gaze at the gutter. They are allowed a kind of bleak poetry ("You know what beauty is? There isn't any.") but much of it, like the play, desperately needs editing and shaping while the characters seem to have been assembled as case studies rather than real people.

This line of plot concerns a mad mother's search for her missing baby and a vague desire to clean up people as well as neighborhoods, but in this urban English "Lower Depths" there is the constant feeling that both the playwright and the director (Lindsay Posner) would perhaps have preferred to have been out there with a documentary unit filming the real horror instead of having to re-create it in artificial studio-beater conditions. Sketchy, fragmentary dialogues and an occasional shriek of random despair add up to a reminder that underneath the arches of Thatcher's Britain a lot of people are mentally and physically more dead than alive, but still not to a recognizable play.

## DOONESBURY

5-5-501 WITH 13 MONTHS TO GO, IT'S TWO DOWN, WITH JESSIE JACKSON ON DECK, DECK!

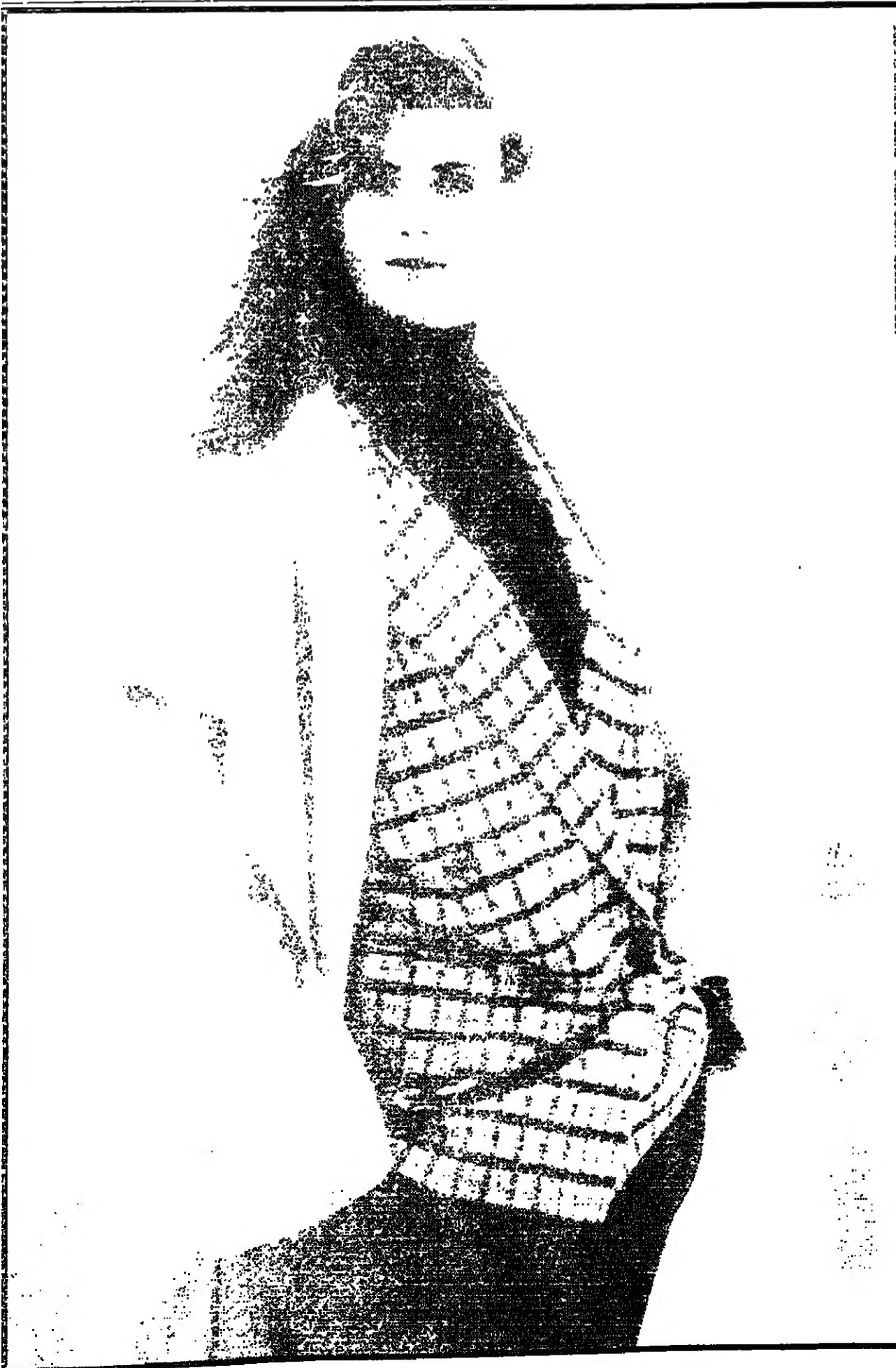
AS WE ALL KNOW, CHARACTER IS A TERRIBLE THING TO WASTE! SO WHERE DO I STAND? DO I HAVE A CHARACTER P.P. PROBLEM? NO WAY, SAN JOSE!

IF THERE'S ANYTHING WE CAN ALL AGREE ON, IT'S THAT I'M A C-G CHARACTER! HAI! I LAUGH A MINUTE FOR JUST PENNIES A DAY, DAY!

ACK! CAUGHT QUOTING MYSELF! OOPS, DID IT AGAIN!



10-7



ART DIRECTOR: NANCIO MIGLIO - PHOTO: ARTHUR ELGORT

GENNY



# MARTINI & ROSSI INTERNATIONAL

A WORD  
FROM THE  
COUNTRY

BACK  
TO THE  
SOURCE

**C**OUNT Gregorio Rossi, who has tasted one of the 300 different beverages manufactured by Martini & Rossi, sat the morning reviewing a new Martini advertising campaign at the company's offices on the Champs-Élysées in Paris. Rossi, who was born in Torino 50 years ago and now lives between Italy, Paris and Spain, expressed concern about the need to maintain Martini's family public image. He requested the modifications in the to-be-telvised presentation, discussed legal ramifications with the corporate lawyers and then chatted about the company which his family founded in the mid-19th century.

**What do you think the word Martini means to people?**

Whether they drink Martini or not, people usually have a positive reaction when they hear "Martini" because of our trendy publicity and highly visible sponsorship activities.

Many people know that Martini is a light, wine aperitif but few realize it as the best-known product of the General Beverage Corporation (GBC), a multinational company specializing in the production and distribution of alcoholic and wine beverages.

And few consumers are aware that many other products — Porto Offy, St. Raphael, Noilly Prat, William Lawson's, Cognac Gaston de Lagrange and Vodka Eristoff — belong to a private parent company with over 2 billion dollars in annual sales.

We are a global concern and Martini's evocation of both the exotic and convivial is an ideal corporate symbol for a multinational company with Italian roots.

**Why haven't you taken General Beverage Corporation public?**

A lot of bankers and folks want us to go public and it is a fashionable and seemingly profitable operation these days but we don't want to make this move because we have developed sufficiently not to need outside capital. And we do not want to be compromised for the time being by the constraints of having to answer to public shareholders. We prefer to be fast-moving, flexible, and independent.

**Are you planning more acquisitions or new market developments?**

Our strategy is to build or acquire international brands within the alcoholic drinks sector. We want good same brands with a long-term future and our past acquisitions indicate the type of well-known companies we seek to purchase. Once we have a particular product in our stable, we use our marketing, commercial and distribution machine to best position and sell it. We currently lack a champagne and may make further acquisitions in the wine sector.

The products we have acquired are still increasing market penetration and we would like to make all these brands as popular as Martini. This requires a well-orchestrated mix of marketing and the distribution of good, irreproachable products. We are forming associations to speed this process. For example, earlier this year we began using Bacardi Imports as our distributor in the U.S.

**What is Martini & Rossi's principal challenge during the next five years?**

We hope to maintain our steady progression of five percent annual growth in volume and ten percent in sales. We want to continue improving our dynamic and innovative management structure. And we must keep producing high-quality products backed by a vast promotional effort and an expanding distribution network.

— Joel Stratte-McClure

*making life exceptional!*



**A** MYRIAD of exciting aromas — including mint, caramel and some of the two hundred herbs and spices mixed and macerated to create the vast array of Martini & Rossi products — linger everywhere at the company's 15-hectare facility near Torino. And Emilio Marocco, one of the firm's managers, instantly identifies every one of them as he strolls through buildings where a variety of beverages are manufactured, bottled, stored and shipped.

This area of northern Italy has been a production center of mixed wines, vermouth and liqueurs since the Renaissance. Today, four million cases of different beverages are produced here yearly by 300 employees, making this the largest of Martini's 23 production sites throughout the world. Fifty percent of the output is sold in Italy while the remainder is shipped to countries where there are no local production facilities, like the United States and Canada.

The facade at Martini & Rossi's traditional two-story Piedmont villa is decorated with the corporate name and the installation is like a small city, containing its own herb garden and a street named via Roma. Walking through the complex, with its surprising smells and intricate machinery, is a bit like being a kid at a chocolate factory. The calm of the sedate company town with a population of 500 is interrupted only infrequently by the Rome to Paris train.

A tour of the site ranges from the manufacturing and bottling of the world's most popular fruity sparkling wine, Asti Spumante, named after the nearby town of Asti, to the herbal room which contains the secret blend that makes Martini Martini. In a laboratory, technicians are checking the quality of Vodka Eristoff, China Martini and other Martini & Rossi products.

"Quality and control at every step of the production process are the key to Martini's success," Marocco explains, betting a visitor he can taste the freshness of aromatic Muscat grapes in a just-opened bottle of Asti Spumante.

But the large wood and steel storage containers, high-tech bottling machines and quality control laboratory vividly contrast with a stunning subterranean Martini museum that attracts 30,000 visitors a year.

Located in the renovated brick-lined cellars, the 18-room museum opened in 1980 and initially included artifacts assembled by Lando Rossi di Monteleira. Today its 500 Etruscan, Archaic and Apulian objects, collected with the assistance of the Italian Department of Culture, trace winemaking from the seventh century B.C. to the present.

The oldest objects in the museum, which emits only a slight hint of must and aromatic herbs on rainy autumn days, are Apulian "olpi" used for pouring wine and decorated in early Geometric design on terra cotta.

One room is devoted to wine presses, including those of Pliny and Caro which were in wide use until the first century. Another chamber features ornate and colorful agricultural carts employed to transport grapes during 18th-century festivals.

"The museum gives a touch of Dionysius to contemporary Martini & Rossi," explains Marocco, as he taps one of the old wooden casks and points out a bust of Bacchus.

After the tour, visitors are taken to an expansive room where barman Giuseppe Finello, once he ascertains that they are not spying for a rival, mixes his latest creation. On the wall are plaques showing prizes that Martini won decades ago in St. Louis, Budapest and Dublin. And behind the bartender are the wide range of drinks elaborated by Martini today.

"The beauty of the latest exhibits in our museum," Marocco says, pointing to the wall of different beverages, "is that they have great value but can still be consumed."

— Joel Stratte-McClure

## BRINGING BEVERAGES TO THE WORLD

**G**ENERAL Beverage Corporation, a holding company whose chief asset is the Martini & Rossi beverage empire, is completely private and not likely to become a symbol on any stock exchange. Count Gregorio Rossi, a managing director of the Group and member of the Rossi di Monteleira family, descendant of the original founders of Martini & Rossi, explains that the corporation does not require external financing and its shareholders intend to keep GBC completely in their hands in order to maintain independence and flexibility.

Yet GBC has become a \$1 billion company with 4,200 employees manufacturing and selling over 30 products through 80 subsidiaries and affiliates in 25 countries. The Group, a holding company, is run by GBM (General Beverage Management), whose managing directors are Count Gregorio Rossi and Marquis Gianluca Spinola, assisted by Maurizio Gibario and Fernando Piqué. Analysts agree that GBC's prowess in the competitive wine and spirit industry is largely due to the distribution network it

commands. Indeed, GBC companies combine to form an international production and distribution system that would be difficult to rival. Thirty-two million cases, or some four hundred million bottles, of beverages manufactured by Martini & Rossi are sold each year. And besides giving the group a solid strategic direction, GBC, through its specialized subsidiaries, provides overall marketing, technical, financial, administrative and data processing services.

All this is a long way from the origins in 1863. Then three partners — Alessandro Martini, Teofilo Sola and Luigi Rossi — took control of an established 18th-century firm in Torino, Italy, which had been producing vermouth, a wine that incorporates aromatic substances and bitter plants.

The new owners moved the headquarters to Pessione, today only a thirty-minute drive from Torino, to be closer to the port of Genoa. They almost immediately extended their business throughout Europe and to

Brazil, Argentina, the United States and other countries.

The name Martini & Rossi dates from 1879 when Teofilo Sola was bought out. Though Martini & Rossi is the most prominent brand name in the eyes of the general public, other companies under the GBC corporate umbrella include William Lawson's Scotch Whisky, Glen Deveron Single Malt Whisky, Cognac Gaston de Lagrange, Noilly Prat, St. Raphael, Bosford Gin, Vodka Eristoff and Porto Offy.

"Our strategy is to diversify within the beverage and beverage distribution sector and to have a presence among an increasingly wide range of different alcoholic drinks," explains Rossi, noting that GBC has also taken financial participation in distribution and finance companies. "But there has been little incentive to delve into unrelated fields."

One of GBC's notable acquisition philosophies is to purchase and promote national bellwether drinks and

related products in different countries. In France, these products include Pastis Duval, Rum Duquesne, Cognac Gaston de Lagrange, Calvados Boulard and Nutay salted nuts. As a result of such diversification, competition varies from market to market.

The majority of GBC's business today is within Europe. France, which counts 20 GBC subsidiaries or affiliates, Italy, England and Spain are easily the largest markets. Beyond Europe the company is best known in South America where there are, for example, thirty different products sold in Uruguay.

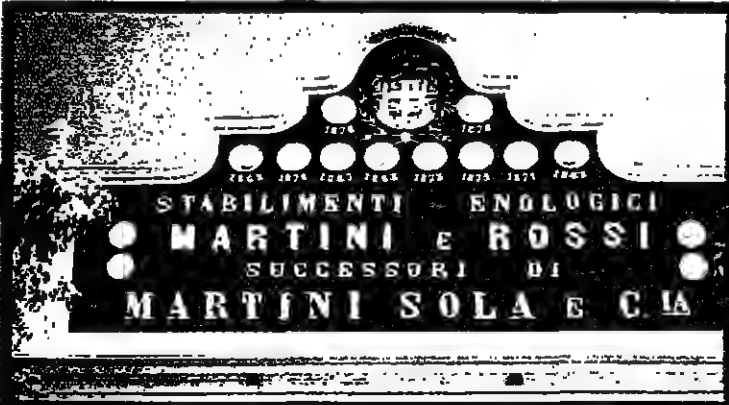
Martini & Rossi products are often produced in varying strengths according to national legislation governing alcoholic content in different markets. But the Martini colors, logo and advertising campaign are the same worldwide.

"We were one of the first companies to recognize the value of international advertising and we spend ten percent of our revenue annually keeping our products in the public eye," concluded Rossi. "People know that they can find Martini and other products in their home town."

— Joel Stratte-McClure



Count Gregorio Rossi di Monteleira.



The facade and interior of the Pessione museum (center). The museum contains such collectors' items as an Apulian "olpi" (above) and antique winepresses (left).



# MARTINI & ROSSI

## THE MAKING AND SELLING OF MARTINI

**T**HE people who market Martini like to think the beverage could sell itself. But Martini & Rossi is universally renowned for the seductive and sophisticated advertisements for its products, on which it annually spends around \$60 million (just for Martini).

Martini & Rossi was one of the first companies to create international advertisements employed in different countries with modifications made only to the language of the text or script. The practice began over fifteen years ago and established the company in the vanguard of advertising.

"Martini sets the pace and has become a case study for pan-European and international advertising," explains Martin Mayhew, executive creative director for McCann-Erickson Advertising Limited, the agency which has handled the Martini & Rossi account for 17 years. "Together we market Martini by creating visual dialogues that everyone, in any market, can understand."

Martini accounts for 60 percent of Martini & Rossi's total business and currently dominates its product advertising campaigns. The best-selling Martini & Rossi product is still Martini Rosso, followed by Martini Bianco, Martini Extra Dry and Martini Rose.

Each of the different products reflects an individual taste, market segment and promotional slant. Martini Extra Dry, aimed at the up-market male, is considered the most sophisticated and prestigious product. Martini Bianco is refreshing, light and targeted at a younger market which equally enjoys Martini Rose's floral, fruity fragrance and taste. Martini Rosso, the best-known brand, with an intense reddish brown hue, is aimed at a broader market sector.

White, red or rose, Martini is consumed straight, in cocktails or as a long drink depending on the consumer, country or mood.

The Martini word is spread primarily through film and television commercials. But the Martini message is clear in any media: You don't just buy the Martini bottle and its contents, but ambience, mood and atmosphere. Advertisements, employing an upbeat and memorable musical jingle, promote the idea that Martini is the right drink "Anytime, Anyplace, Anywhere."

"The challenge is to keep Martini as up-to-date as the consumers who drink it," says Mayhew, who notes that though the Martini musical score has remained the same, the tempo is continually changing. "This is why we made some of our latest productions somewhat similar to pop video clips."

Global advertisements give Martini & Rossi better control over its message and image while resulting in a more cost-effective production process. Analysts estimate it would cost three times as much to create the same amount of advertising on



Martini & Rossi posters by such renowned illustrators as San Marco, Cappiello and Dudovich.



Martini are vermouth, or wines which employ aromatic herbal blends to obtain their distinctive taste. Vermouth was invented, according to legend, by Hippocrates over 2,000 years ago when he blended almonds, herbs and gray amber with wine to create "Hippocras."

Current advertising campaigns for Martini Bianco and Martini Extra Dry created by McCann-Erickson.

white wine made from grapes of Sicilian, Roman and Apulian origin. Small dose of distilled alcohol is added to increase the strength, and herbs and spices provide the distinctive taste.

"We select and buy wine from cooperatives and have a long relationship with the growers to maintain year-to-year consistency," explains Martini & Rossi's wine consultant Riccardo Riccardi. "Different tastes are gained due to the grape varieties, herbal flavors and sugar and alcohol levels."

The herbal blend is concocted from a secret formula known only to a few people. Martini itself includes 35 different herbal components but some 300 herbs and spices — ranging from anise, cardamom, cinnamon, clove and coriander to rosemary, summer savory, thyme and tonka bean — are mixed, macerated or distilled in Pessione and then sent to different production sites throughout the world. The flavors and tastes in Martini are all natural and the entire production process takes from six weeks to three months.

Although the Martini mixture has not changed much during the last hundred years, its advertisements will keep evolving to enlarge the moment and place of consumption.

"We have a simple goal," concludes Alfassa. "We just want people to feel comfortable drinking Martini anytime, anyplace, anywhere."

— Joel Stratte-McClure

## WILLIAM LAWSON'S: A MASTER SCOTCH BLENDER

**A**FTER a hard day's work on the North Sea, it is more than likely that the locals in the little town of Banff will be gathered in the Market Arms pub over a glass of whisky, spinning the yarns of their latest fishing adventures.

In Scotland, whisky is an essential mainstay not only of the country's economy, but also of its social life. At the annual Robert Burns dinner, a festive event during which Scots around the world celebrate the memory of their national poet, the only drink allowed on the table is whisky. For centuries, the Scots have associated the rigors and joys of their Celtic heritage with the consumption and production of their reputed beverage.

Today, Scotch whisky is a product so perfected by time that it is practically considered a national emblem. But if whisky owes a lot to the Scots, the Scots owe a lot to their whisky production. There are many different producers of Scotch whisky spread out throughout the Highlands and none is more typical than William Lawson's, whose origins go back to the industrial revolution of the nineteenth century.

William Lawson began his career in Dundee as a whisky merchant in 1849, but soon expanded to blending, a technique introduced by Andrew Usher in 1860, whereby grain and malt whiskies from different distilleries are mixed together. After World War II, this modest enterprise moved to Courbridge, where it set up a successful bottling factory.

Associated with Martini and Rossi for the past twenty-five years, the company now also runs its own distillery, located in Banff, at the eastern tip of Scotland. The MacDuff distillery produces the malt whisky used in William Lawson's finest blend and the pure malt Glen Deveron exported around the world. "The Scotch whisky industry goes back hundreds of years and the one we produce is of very high quality," proudly explains Michael Roy, who has been distillery manager at MacDuff for nearly two decades and is considered the key figure to the perennial traditions of his Scottish heritage.

Roy often makes the tours of his different customers wearing a kilt and has encouraged his younger son to play the bagpipes. From his home on the edge of a superb 18-hole golf course, he can

see the salmon jumping in the nearby Spey river. And each year, he participates in the finale of the William Lawson's amateur golf tournament, which gathers several thousand participants from all over Europe. The ten finalists are subsequently invited to Scotland in order to dispute the William Lawson's Cup, a sporting event that has become almost as important as the product itself.

Indeed, tradition has remained totally preserved in the production of Scotch whisky and consistent quality is vital, not only for making William Lawson's own whisky, but because other distillers use the whisky made at MacDuff. "We sell malt whisky to most independent blenders and conversely we buy whisky from them to

use in our blend," adds Roy. The William Lawson's blend is a combination of many different malts as well as three or four grain whiskies, all carefully selected from various distilleries spread out along the famous "whisky trail" of the Spey Valley in the Highlands.

While the manufacturing process of the "malt whisky" produced at MacDuff is similar to those in the other distilleries, it benefits from the vast knowledge of John Ramsey, Lawson's official distiller, passed down by generations of Highland distillers. Considered an exceptional "nose," Ramsey knows how to blend the different malts and to ensure their constant quality over the years. In the dark cellars stocked with oak casks, a certain evaporation takes place, which professionals refer to as having gone to the angels. "They're the thieves as far as we're concerned, but very important in the maturation process," says Ramsey.

"Another essential element in a good whisky is water and ours is conveniently provided by the nearby Deveron river."

According to law, whisky must be at least three years old before it can be sold on the market and it must be distilled in Scotland to be sold as "Scotch Whisky."

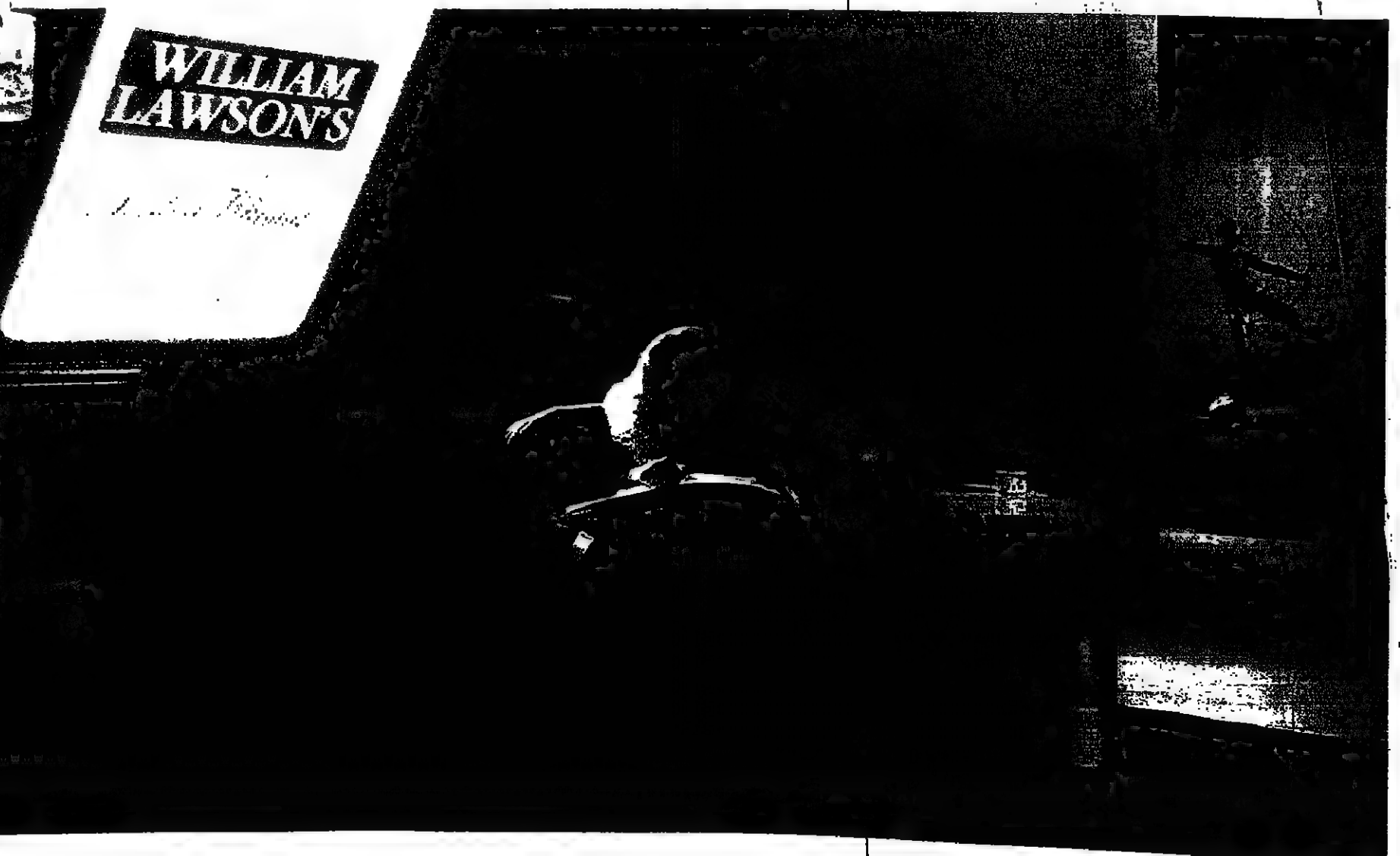
All in all, more than seven million bottles bearing the William Lawson's label are sold per year around the world, with the main markets being France, Italy, Holland, Belgium, Portugal and Spain. In the past, most of the turnover came from sales of traditional blend and the 12-year-old whisky, yet today the pure and single malt, labeled "Glen Deveron," is on the rise. The objective is to develop international sales.

However, in recent years, Michael Roy has noticed a definite change in consumer's taste and he firmly believes that the demand for pure malt

whisky is on the rise. Along with his peers of the Spey Valley, he is very optimistic about the future of Scotch in general, especially since the market grows every year. In the last two years, this commercial success has been enhanced by the superb advertising campaign conceived by McCann-Erickson and photographed by Jean Laviere, featuring a sophisticated young couple sipping William Lawson's in various select international surroundings.

Says Mick Korvin, one of the creative directors handling the Martini products in France for McCann-Erickson: "One doesn't know if the setting is in Versailles or Soho because William Lawson's is both classic and modern. And it has a particular taste that is appreciated by a new generation of consumers roasting to the slogan: Light up your evening with a great Scotch."

— Mary Deschamps



The international advertising campaign.

do it right



# INTERNATIONAL

## OFFLEY'S PORTO WINES CELEBRATE 250<sup>th</sup> ANNIVERSARY

**T**HE very first Portuguese wines were exported to England in the seventeenth century from the region of Douro in the northern part of Portugal. The artisanal beverages were soon known as "porto," although the town bearing the same name is located quite a distance from the vineyards yielding the fruity nectar. These exceptional vineyards, called "quintas," are located on either side of the Douro River in an area that has retained its original landscape with steep terraces that slope down from the top of the hills and fall into the river's embankment. They produce a unique species of dark grapes, as well as a white variety.

The rich earth and favorable micro-climates have been essential to the success of Porto wines. To these natural factors, one must add the human element. Most of the harvest is still done by hand, as the terraces are too narrow to accommodate any machinery. The town of Porto also has strong ties with Villa Nova de Gaia. This small township, located near the Douro River, is linked to Porto by three bridges. From there, the precious fluids are transported by boat from the far-reaching "quintas." It is in this town that one finds the famous cellars, where the Porto wines will age slowly, waiting to be bottled for worldwide exportation. For the past two hundred and fifty years, the Offley cellars have been firmly implanted in this town, producing a prestigious brand bearing its own label.

This outstanding Porto is brewed directly on the

estate of Offley-Forrester, also known as the "Quinta da Boa Vista." When the first English merchants set up shop in the town of Porto around 1750, one of the prominent figures was William Offley, who officially founded his wine company in 1757. While the Marquis de Pombal, prime minister to King Joseph the First, established strict commercial regulations of Porto wine in 1756, it was a century later that a savvy Scotsman saved it from a deep crisis. Called upon by his uncle, who by then had merged with the Offley company, Joseph James Forrester was able to detect an ominous epidemic that threatened to annihilate the precious vineyard. The Portuguese government was so grateful that he was bestowed with the title of Baron Forrester which still appears on the company's labels.

Today, the Offley-Forrester company has maintained its ancestral traditions, enhanced with the most advanced technical equipment available. One of their oldest cellars in Villa Nova de Gaia is the "Aguias." There, in the dark quiescence, the wine begins its perennial aging process. Depending on its initial characteristics and the quality of each September harvest, the wines will be divided into the different categories of the big Porto family.

When a port wine has aged sufficiently — at least three years — and its blend is deemed suitable by the experts, it undergoes various treatments such as clarification, filtration and stabilization before being bottled and sent around the world. But when a harvest is considered exceptional, then after two years of storage in barrels, the wine is declared "Vintage." Bottled pure, without any blending, it is then placed in big containers named "Garralheiros" where it will age anywhere from ten to thirty years or more. In honor of its 250th anniversary, Offley-Forrester, which also distributes Porto Dix on the French market, has introduced on the market an exceptional 30-year Porto wine that connoisseurs unanimously recognize as such, in keeping with the reputation of the Offley-Forrester label.

This recent success can only confirm Joseph James Forrester's motto: "There is only one wine that can be called Porto and there is only one Porto that can be called Offley."

— Mary Deschamps



Martini & Rossi, an active partner in sporting events, won the 1987 world rally championship with Lancia (top) and has also participated in offshore powerboat racing (left) and stunt flying (right).

## A PARTNER IN SPORTS

**M**ARTINI & Rossi is not just a bit in the beverage sector. It has also created a vivid impression in areas as diverse as offshore speedboat racing, rally driving, acrobatic flying and fashion.

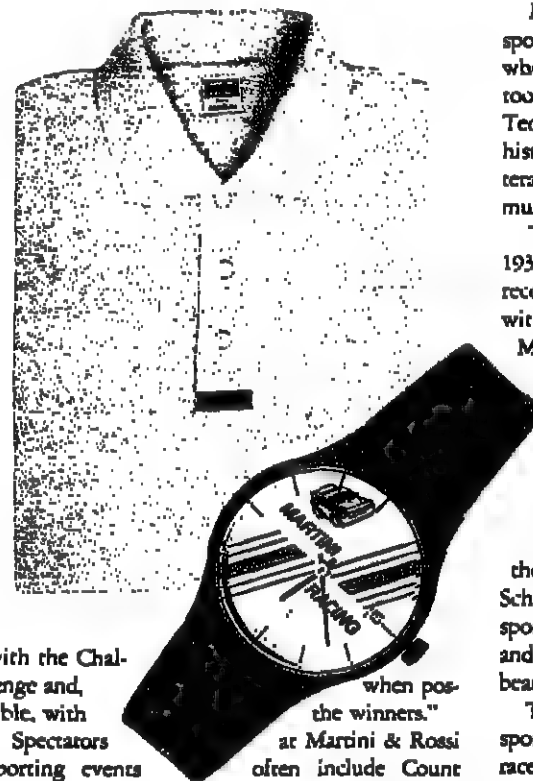
Last April, a television miniseries featuring a rally driver wearing the Martini & Rossi colors captivated viewers throughout Italy. Each day following the broadcast, switchboards at Martini & Rossi offices from Torino to Naples were swamped with callers asking where they could purchase the uniforms and sportswear worn by the actors. Even fashion-conscious Milanese wanted to identify with the daredevil and amorous Martini image portrayed on screen.

Three pilots flying planes featuring the same Martini colors perform as the Martini Acrobatic Patrol at air shows throughout Europe. The loops and twists of their planes constantly thrill observers. At a recent demonstration near Lausanne, one Swiss businessman observing their antics was wearing a polo shirt with a Martini & Rossi logo and a wristwatch sporting the Martini colors with a Lancia car as the second hand.

Last summer's Mediterranean Offshore Challenge sponsored by Martini & Rossi saw the Martini colors race in exciting speedboat races in exotic sites like Monaco and Sardinia.

Martini's logo was not quite as obvious in the offshore races, television series and air shows as the boats cars and planes. But it ran a close second and it was probably a rare spectator who didn't register the Martini colors and trademark.

"We made a long-term commitment to participating in sports, particularly motor racing, and have tangible evidence that this type of partnership is beneficial to the image, sale and promotion of our products," explained Daniel Schildge, director of Martini & Rossi's Racing Division. "But besides the promotional value, this activity involves an intimate relationship among Martini, the machines and the athletes. We want to be identified



with the Challenge and, possible, with the winners."

Spectators sporting events often include Count Gregorio Rossi but the company is not only interested in the challenge of sports. It has sponsored everything from orchestras to bel canto vocal concerts. It is also a corporate supporter of the visual arts and has sponsored exhibitions of the works of Picasso in Venice, De Chirico in New York and Caravaggio in London.

"Martini & Rossi's support for the arts is but a reflection of our belief that art plays an important role in our lives," explained a company spokesman. "Sponsorship fosters sensitivity, understanding and creativity. In the case of the De Chirico exhibition, it also furthers the appreciation of an Italian whose work is so important to the history of the twentieth century."

Martini & Rossi's presence in the sports and arts sponsorship can be traced back to Teofilo Rossi who, with his brothers Cesare, Enrico and Ernesto, took over the management of the company in 1900. Teofilo was also mayor of Torino and company historians recall that he encouraged corporate interaction with both Italian and international communities.

The serious association with sports began in the 1930s with Theo Rossi breaking several world records in boat racing. Martini & Rossi associated with Porsche in the World Championship for Manufacturers; Brabham and Lotus in Formula 1; and Lancia in endurance and world rally championships. Fiat (via Lancia) and Martini & Rossi have worked together for eight years to enhance, through sporting events, the image and prestige of each group.

"We choose the sports that tend to fascinate the public over a long period of time," explained Schildge, noting the company has in the past sponsored world cup skiing, fencing, golf, sailing and polo. "And there are few activities that can bear the thrill and excitement of rally driving."

The partnerships have paid off. Martini & Rossi sponsored cars that have won the Le Mans 24 hour race three times with Porsche, picked up the endurance championship in 1982 and won the world rally championship in 1985 and 1987 with Lancia.

"Martini tends to sponsor sports within the world which consumes their products," commented Dino Alfassa. "Sponsorship is an ideal and prestigious way to attract new consumers to this light and refreshing drink while also reaching those who currently drink Martini."

But there is another payoff. Spectators want to look like the participants in Martini & Rossi-backed events. Consequently the company has launched a Sportline range of fashion items which further promotes its name and products in the public eye.

— Joel Stratte-McClure

## THE MARTINI FAMILY

The Martini & Rossi drinks on these pages represent only a small part of the group's total range of products. With the same care as that given to the more international brands, numerous beverages are elaborated and marketed by the group on a national or regional scale. These include:

### FRANCE

Pasteis Duval  
Rum Duquesne and Cocktail  
Rum Saint Gilles  
Porto Dix  
Tequila Camino Real  
Rivestales Manor and Rapha  
Liqueur Dolci  
Sparkling wines: Veuve Amior méthode champenoise and Charles Volner  
Calvados Boulard  
Gin Bosford  
Nutsy salted nuts  
Gentiane Avezé  
Whisky King Edward

### ITALY

China Martini  
Riesling Martini  
Reserva Montelera méthode champenoise  
Liqueur Sacco  
Gin Bosford  
Brandy Cavallino Rosso

### SPAIN

Wine and sparkling wine: Marques de Monistrol  
Sparkling wine Dubur  
Rum Tropicana

### BRAZIL

Sparkling wine de Greville  
Wines: Chateau Duvalier  
Baron de Lantier, Zahninger  
Whisky: Hallmark and Tiller Club.

## CLASSIC APERITIFS: NOILLY PRAT AND SAINT RAPHAËL



**A**NGLO-SAXONS refer to it as "cocktail hour"; the French call it "l'heure de l'apéritif." Since the early 1800s, sophisticated wine-based drinks have known their share of success during this before-dinner ritual, which takes place daily in clubs, bars and private homes around the world. Two of the better-known brands are Noilly Prat and Saint-Raphaël. Both are made according to a traditional formula, with a unique and secret blend of herbs and wines conveying distinctive aromas and flavors. Considered the classic French vermouth, Noilly Prat can be used either as a mixer, or, in keeping with the current trend of lighter, more natural flavors, it can be savored on its own.

The home of Noilly Prat is the small town of Marseillan, on the Mediterranean coast, where Louis Noilly first set up his company to manufacture a dry vermouth based on a recipe invented by his father. Soon after Claudius Prat went into partnership with him in 1893, Noilly Prat was being exported around the world and savored by connoisseurs of high quality beverages.

A view of the small port town of Marseillan, home of Noilly Prat.

The elaboration of this unique product takes three years and uses a base of Picpoul and Clairette, two local white wines. After an initial period of maturation in dark cellars, the fortified wines are transferred outside into 600-liter oak casks for twelve months. This unique method of maturation conveys to Noilly Prat a very definite character change brought about by the vivifying Riviera climate, its sun, air, rains and frosts. Stepping out from the dark cellars, the glaring vision of thousands of barrels basking in the sun under clear skies is a sight that has impressed many a visitor.

After its period of sun worshipping, during which it obtains a rich amber color and a strong, full-bodied dry flavor, the budding vermouth spends another year in huge vats. Then a secret mixture of 20 herbs, along with various fruit extracts, is blended into the mixture, which rests for a few weeks to gather its full flavor before world exportation.

Noilly Prat vermouth has a number of cousins in the great family of aperitif drinks, amongst which the celebrated Saint-Raphaël aperitif ranks highest.

"There is a definite taste for aromatic wines," says Arturo Palmero, chairman of the Paris based

St-Raphaël company, affiliated with Martini and Rossi since 1960.

The origins of Saint-Raphaël go back to 1830, when Adhemar Juppert, weakened by his efforts to create a fortifying wine mixed with quinine, began losing his eyesight. Remembering the Biblical episode, when Archangel Raphaël healed Toby from blindness, he named his recipe Saint-Raphaël after his eyesight was saved.

Until 1957, St-Raphaël's unique product was its widely appreciated aperitif quinine wine, but the company now comprises a wide range of other products.

Today, 8 million bottles of St-Raphaël aperitif are sold each year, while the total sales of the company's diversified products such as sweetened wines, sparkling wines, liqueurs, cognac, whisky and port account for 50 million bottles.

As for Noilly Prat, it is estimated that at least one bottle of its dry vermouth can be found in most liquor cabinets around the world and even though the three-martini lunch is less common these days, one can be sure that Noilly Prat will remain a definite "must" at cocktail hour.

— Mary Deschamps



# MARTINI & ROSSI INTERNATIONAL

## HIGH TECH ON THE TERRACE

**T**HE Martini & Rossi seventh-floor terrace, adjoining bars and well-appointed salons at 52 avenue des Champs-Élysées, have always been considered a rendezvous for the elite.

The company's early evening cocktail parties traditionally focused on newsworthy themes and have often attracted up to 700 guests and leading personalities from the stage, cinema, arts, business, scientific and athletic fields. Every July, Martini's best friends are invited to watch the Tour de France coast to a finish while one past promotional party featured dancers from the Crazy Horse Saloon playing golf on a temporary putting green.

"Being at the heart of the Champs-Élysées and on the top of Paris, we try to keep our friends in tune with times," explained Martini & Rossi's Francis Babou, who has hosted foreign delegations to the French capital, held fashion shows, featured art exhibits and celebrated birthdays and anniversaries at the terrace. "Nobody could resist this glamour even if they didn't meet astronauts, film stars and other celebrities while suspended above the most beautiful city in the world."

The terrace provides a panoramic view that looks onto monuments including the Eiffel Tower, Arc de Triomphe, Louvre, Sacré Coeur and Montparnasse Tower. But this autumn, even the view has been changed and drinking Martini & Rossi beverages above the hustle and bustle of the Champs-Élysées has become a totally new experience.

The company has just completed a major renovation and reopened the terrace as an audiovisual and communication center which Martini hopes will fill a gap in Paris cultural and social life. Using a combination of satellites, television and other state-of-the-art high-tech equipment, a luxurious 50-seat theater is being billed as an "espace image" — a space for images.



Aerial view of the Martini Terrace on the Champs-Élysées. Among the many celebrities that Martini has welcomed are actor Luciano Pavarotti (left) and former French Prime Minister Raymond Barre.

In addition, picture windows have been added to provide a new look on the city and the interior has been completely redecorated. Winter and spring decor will even be alternated to keep frequent visitors thinking they are in a different environment. The company plans to host smaller, intimate gatherings that will underline Martini's reputation as a meeting point for a drink among friends.

"We want to create intimate events in fashion



and other areas that will excite exclusive guests because they surpass the audiovisual experience anywhere else in the world," explained Martini & Rossi's Dino Alfassa, who publishes the "Champs-Élysées News" to record all the comings and goings. "We want the terrace to become as talked about as Martini itself by offering people much more than a good drink."

While Paris is now the most high tech, it is not the only city to feature a rendezvous point for Martini lovers, mixers, movers and shakers.

The idea of a club or terrace in each city originated with the Rossi family. After the first appeared in Paris forty years ago, other clubs were launched in London, Genoa, Rome, Brussels, Sao Paulo, Barcelona, Milan and other cities. Each club has its own head barman who regularly invents his own drinks using Martini products and willingly relates the recipes to visitors.

The favored drink in Paris made by Jean Hierax, who has been barman on the terrace for 22 years and can mix hundreds of different cocktails using Martini beverages, is appropriately called La Dolce Vita.

"When people drink Martini in this type of environment they tend to want to take the atmosphere and drink home with them," said the affable Hierax as he pointed out historical landmarks to a visitor. "I make sure they know what to do with our beverages by giving them stories behind each concoction."

— Joel Stratte-McClure

## GASTON DE LAGRANGE: ARISTOCRAT OF COGNACS

**O**UR distinctive trademark is that we are one of the youngest of all the cognac brands and consequently we are extremely dedicated to the quality of our product," says Henri de Castellane, chairman of Gaston de Lagrange S.A.

Stemming from one of France's oldest aristocratic families, Gaston de Lagrange brandy has long been an integral part of the Cognac region and today is considered one of the leaders in a highly competitive field.

According to de Castellane, the consumption of brandy in general has benefited from recent world recognition. "It's become a fashionable product," he says. Associated with Martini & Rossi since 1962, sales of Gaston de Lagrange have steadily increased over the past few years.

While competition is heavy among brandy producers around Cognac, it is also a region and a product that are extremely well-protected. Located in France's Charente and Charente-Maritime departments, the region of Cognac has been divided into seven areas, according to their soil and grape species. In order of importance they are: Grande Champagne, Petite Champagne, Borderies, Fins Bois, Bons Bois, Bois Ordinaires and Bois à Terroirs. The wines in all these regions are whites. Their low alcoholic strength and high acidity are two essential elements in the production of brandy. But it should be noted that to be entitled to the appellation d'origine contrôlée Cognac, a brandy must abide by stringent conditions, regulated by law.

At the outset, only certain grape varieties are considered valid. Sweetening of the vinified wines is not allowed, nor is the use of the Archimedian screw for pressing. As for distillation, it must be performed in accordance with the Charentais methods and take place within the demarcated Cognac region. The two-stage distillation takes place in simple, onion-shaped pot stills that have remained unchanged over the years.

Once the brandy leaves the still, it is stored in oak casks that generally come from the Limousin region. New casks are used during the first year of aging, then the brandy is transferred to old ones in order to avoid too much tannin enrichment.

Whether in casks or in bottle, Cognac brandy often carries the letters V.O.P., V.S.O.P., V.O. or X.O. Respectively, these letters stand for Very Old Pale, Very Superior Old Pale, Very Old, and Extra Old. As England was one of the first important

brandy importers, it is not surprising that these designations have retained their Anglo-Saxon origins. Each designation corresponds to a certain age: from the four and a half year old minimum for the V.S.O.P. to the fifty or more years for the X.O.

Although the Gaston de Lagrange firm was officially created 25 years ago, the company prides itself in having since acquired some of the best old stocks of brandy available on the market.

"In order to be really successful, we had to sell a first-class product and build our brand image on a quality that existed but was not well known," explains de Castellane, who enjoys the challenge of launching a new brand of cognac.

According to the company's soaring sales figures around the world, and especially in the United States, the quality of Gaston de Lagrange cognac has definitely met this challenge with success.

— Mary Deschamps

## VODKA ERISTOFF: EMBLAZONED WITH QUALITY

**S**OME family histories are so intricate and romantic that at the outset they seem almost implausible.

This is the case of the Eristoff lineage, whose origins go back to the early days of Antiquity and whose intricate destiny could very well have been retraced by one of the great Russian writers such as Gogol or Tolstoy.

In 1964, Prince Nicolas Eristoff, but to a prestigious name, conceded his coat of arms to Martini & Rossi along with the ingredients to a vodka formula, which had been a family secret for several generations.

After Georgia was taken over by

the Russians in 1901, the Eristoff family was bestowed its heraldic coat of arms in recognition for its loyal help and brave support. Its illustrious bearings are the irrefutable distinction given to those Georgian Eristoffs, who served the czar within the cosack ranks.

Today, as one of the Soviet Union's 15 constituent republics, Georgia is still world famous for the beauty of its landscapes and the quality of its wines and spirits, whose names have the same connotations for Soviet citizens as Bordeaux or Burgundy have for Westerners.

According to the available family archives, the existing vodka formula, based on the distillation of local rye,

was concocted by Prince Constantin Eristoff in 1806. His son, Alexander, enlisted with the Cossacks of Kouban in 1892. Since one of the duties of the Cossacks was to ensure the safety of the czar and his family, Alexander Eristoff proved himself several times and was rewarded with the highest honors. Having remained faithful to the czar during the first Russian revolution as well as during the Cossack revolt of 1905, Nicolas' father was further promoted as an officer in the ranks of the "Imperial guard." After the revolution of 1917, he emigrated to Italy, where he lived between Milan and Reco as a prominent figure of the local Russian community until 1936.

Faithful to the image of his glamorous ancestors, young Nicolas quickly adapted himself to the order of the day and abided by his ideals. Being a fervent anti-Communist, he took part in several ventures, notably the Italian Expedition Corps in Russia and fought in Crimea and in Stalingrad. Wounded, he returned to Italy in 1944, through Romania and Lassy where his father had served.

Granted Italian citizenship in 1958, he decided to pass along the vodka formula of his great-grandfather to Martini & Rossi. It is that golden crown which appears today on the Eristoff bottle, one of the leading vodkas in the world.

— Mary Deschamps

as such is strictly controlled. Only 8,000 hectares of

best-sited slopes across 52 villages in south Piedmont that are planted with the Moscato grape have the right to see their juice used for the sparkling wine. The average size of each holding is minute, under one hectare, and with the investment and technical refinement required, the farmers have no possibility of making the wine themselves. As in Champagne, the majority of the production is in the hands of a few big houses, amongst whom Martini & Rossi are the largest and are able to contract for the best grapes. The style of Asti Spumante was actually developed in the early 17th century, resulting in a fizzy or "foaming" wine whose main objective was to retain all the freshness and fragrance of the grape. The oenologists of the time had already realized that the aromas of the Moscato grape were linked to the high natural sugars of the juice, and it was necessary to find a way that would prevent total fermentation, and the destruction of both the delicate fruity aromas and the soft flavor. Like many other wines with a natural tendency to sparkle, the biggest change was the 18th-century development of the glass bottle and especially the cork, which sealed the wine properly and kept it effervescent.

The great technical difference between Asti Spumante and Champagne is that the latter is fully fermented as a still wine, with sugar and yeasts being added at bottling to provoke a secondary fermentation in the bottle. This is known as "la méthode champenoise" and in most cases the finished wine is too dry or "green" for the public's taste, and is rounded out by "dosage," the addition of a amount of sugar solution. Asti Spumante, on the other hand, goes through only one fermentation. It is stopped at a point to retain the natural sweetness, leaving it with only 7.5 degrees of alcohol as opposed to 12 degrees for Champagne. Part of its justified popularity — the United States and Italy are particularly fond of it — comes from being low in alcohol. Martini and Rossi's press department would have us believe that Asti Spumante is, although slightly sweet, actually lower in calorie content than a dry wine. Perhaps this is a good sales pitch to a diet-conscious age, but the main argument for Asti Spumante, Italy's leading sparkling wine, is in the natural, fruity flavor and grapey charm.

— Steven Spurrier  
Académie du Vin



Joel Stratte-McClure



MADISON AVENUE

# An 8-Macintosh Agency: The Wave of the Future?

By PHILIP H. DOUGHERTY

New York Times Service

IN THE advertising trade press, Karp Newton Van Brunt is an unknown. It may also be the prototype of the agency of the future. The 10-person operation, with eight Apple Macintosh personal computers, calls itself a desktop agency—100 percent dependent on its Apples.

The two-year-old Manhattan company now can take an ad type and black-and-white line drawings from concept to the inter with just one person. It will soon be able to do halftone illustrations with photographs, and color. And the technology coming that will enable an agency to create a demonstration commercial on videotape.

"The cost savings and creative flexibility that the computer offers haven't been recognized by the advertising community," Gordon Haight, the chief executive officer, said.

Mr. Haight and Carl Van unt, 40, the president, consult top management. They are trying to move the company from being a desktop producer of financial marketing materials like brochures and sales kits into a full-service agency.

So far Karp Newton Van Brunt has landed three advertising clients—International Data Group, a major publisher of computer magazines in Framingham, Massachusetts; Pros & Cons, a software company in Washington, and Integrated Resources, a financial services company in New York. Until now the agency has been doing business in the conventional way, but they will be switched to the high-tech method as soon as equipment is available.

Martin E. Hagglund, an agency graphics designer, said that the ad-blogging method of putting together an ad on a Macintosh using software called Pagemaker by Aldus Corp. and Adobe Illustrator by Adobe Systems.

"Other agencies," Mr. Haight said, "are going to be forced to use this technology as clients adopt it."

"The real future," Mr. Van Brunt said, "is the client-agency relationship and how it will be transformed by technology."

THEY DESCRIBED how a client could send a rough concept of an ad to the agency via computer, saving all the mistakes in interpretation that often accompany layers of verbal communication.

Mr. Haight said clients could work right along with the agency making up an ad, experimenting with different type faces, illustration sizes and white space without ever going to an outside printer.

Alcon Laboratories is putting on a \$9 million television campaign aimed at getting the young women who are the primary users of contact lenses to take better care of them.

Alcon, a subsidiary of Nestlé SA of Vevey, Switzerland, is based in Fort Worth, Texas, and makes lens-cleaning and maintenance products that are usually stocked in drugstores and supermarkets in a category that has little individual identity with consumers.

The odds are that Alcon will not have television to itself for long. Bausch & Lomb Inc. is already planning a promotion program for some new products that will be handled by Avrett, Inc. & Ginsberg.

Another potential competitor is Johnson & Johnson, which is using a disposable contact lens.

The products being advertised by Alcon are Opti-Clean II, a lens cleaner, and the weekly Opti-Zyme. They remove the build-up of impurities on lenses that can cause discomfort, which is the primary reason for wearers abandoning lens use.

Mr. Lee said there were about 15 million lens wearers in the United States, who spend about \$100 million a year for weekly contact lenses.

See MADISON, Page 15

# ITT Sells Its Stake In STC

Canada's NT Holds 27.8%

NEW YORK — ITT Corp., the diversified U.S. conglomerate, said Tuesday that it has sold its 24 percent interest in STC PLC of Britain to Northern Telecom Ltd. of Canada for about \$730 million, or an indicated \$3.57 a share.

Northern Telecom, meanwhile, said that it would sell 40 percent of its London-based Northern Telecom PLC unit to STC for an undetermined price. The purchase would give NT 27.8 percent of STC.

STC, the former Standard Telephones & Cable, makes telecommunications equipment and business communications equipment. Once a wholly owned unit of ITT, it earned \$103.1 million (\$168 million) in 1986 on revenues of \$1.93 billion.

Northern Telecom is the second-largest maker of telecommunications equipment in North America, after American Telephone & Telegraph, and the sixth-largest in the world. It is the world's largest supplier of fully digital telecommunications systems.

ITT said it has agreed to repurchase the shares at the option of NT if British government approval of the sale is not obtained before the end of November.

ITT has said in July that it was considering selling its STC shares. ITT's other big interest in telecommunications is its 57 percent in Alcatel NV, a venture with Compagnie Générale d'Electricité of France.

ITT owned 100 percent of STC from the mid-1970s to 1979. By 1985, that holding had been reduced to 131 million shares, and those shares have risen dramatically in value over the past year, from under \$300 million the summer of 1986 to \$500 million in March and \$700 million in July.

Persistent takeover rumors boosted STC's share price to 305 pence on the London Stock Exchange from 288 on Monday.



Michael Carpenter, ex-Cadillac owner, with his \$27,000 Acura Legend.

# Will Acura Satisfy Cadillac Tastes?

Japanese Automakers Assailing U.S. Luxury Market

By Richard W. Stevenson

New York Times Service

LOS ANGELES — Michael Carpenter of Pacific Palisades, California, considered buying a BMW this summer, but instead he traded in his four-year-old Cadillac Eldorado for a \$27,000 Acura Legend coupe.

"It is a beautifully appointed and styled car," said Mr. Carpenter, 47, the publisher of Adweek-West magazine.

That Mr. Carpenter would choose to spend that kind of money on a Japanese car instead of a European or American model — Acura is a division of Honda — says a lot about how far the Japanese auto makers have come since they started selling tiny, inexpensive "economy" cars in the United States 30 years ago.

And the early success of the Acura line, which was introduced last year, is only the first sign of a major push by Honda and its biggest Japanese rivals, Toyota and Nissan, into the American luxury-car market.

Having noted Acura's fast start and Honda's plan to expand the line with even more expensive models, Toyota and Nissan each announced recently

A New Player in the High-End Lineup

Honda's Acura Legend compared to some of the top-selling luxury cars in the United States

	1986	1987 (through Aug.)	1987 Model (base price)
ACURA Legend (Honda)	25,000	32,377	\$29,000-\$37,000
Audi 5000	58,706	32,143	\$19,000-\$34,000
BMW 7 Series (734i)	96,789	58,915	\$23,000-\$36,000
Cadillac (D.E.S.)	384,087	174,570	\$15,000-\$55,000
Jaguar	24,484	34,146	\$37,000-\$48,000
Lexus (Ford)	177,804	107,331	\$23,000-\$37,000
Mercedes-Benz	99,314	60,000	\$28,000-\$73,000
Porsche	48,224	31,500	\$14,000-\$27,000

Source: Ward's Automotive Reports (sales and companies' estimates)

The New York Times

that they would begin offering vehicles in the \$30,000 range two years from now. For Japan's Big Three automakers, these are risky and ambitious strategies that put them on a collision course not just with each other, but with Detroit's top-of-the-line cars and the prestigious European imports as well.

The Japanese companies all

say they are primarily interested in appealing to the traditional buyers of Japanese cars in the United States — drivers who are now growing older, wealthier and more willing to pay for luxury, and who in the past had no alternative but to turn to Detroit or the Europeans when they

See ACURA, Page 17

# Oslo, Feeling Oil Pinch, Drafts Budget for '88

OSLO — Norway's minority Labor government, pinched by lower oil prices, presented a 1988 draft budget to parliament Tuesday that, among other things, foresees higher spending, higher taxes and a 393 million kroner (\$58.4 million) deficit.

The budget would raise state spending by 6.6 percent before inflation, including a big jump in funds for research and development. But the budget still predicts a deficit before loan transactions, compared with a projected surplus of 2.5 billion kroner this year and a deficit of 5.5 billion in 1986.

Spending is set at 245.0 billion kroner, after 229.9 billion in 1987, with government revenues expected to rise to 244.6 billion kroner from 232.4 billion this year.

The government, which toppled a center-right coalition in May 1986 during a battle over budget revisions, pledged tight fiscal policies for several years to balance the country's economy. It expects inflation to fall to around 5 percent next year from a predicted 7.8 percent this year, making the real 1988 budget about 1.6 percent higher than in 1987.

"We must start making more than we are spending," Finance Minister Gunnar Berge said.

Even so, strong opposition is expected when the parliament debates the draft budget over the next two months, particularly among Conservatives who want to hold the line against spending. The government was forced to revise its draft 1987 budget after parliamentary opposition, and Prime Minister Gro Harlem Brundtland narrowly survived being ousted.

Norway, Western Europe's second-biggest oil producer after Britain, is still trying to cope with a 20 percent fall in state revenues caused by last year's collapse in world oil prices.

About 40 percent of Norway's export earnings come from sales of natural gas and from the 1 million barrels of oil it pumps daily from its North Sea fields. The government expects oil revenues, worth 24 billion kroner in 1986, to be unchanged in 1988 from this year's expected 5 billion.

The nation has sizable foreign trade and current account deficits as well as higher inflation than most of its trading partners. High industrial costs and private consumption have also made it difficult to compete internationally.

Gross national product, the total value of a nation's goods and services, is expected to grow by just 1 percent next year, after 1.5 percent growth this year, according to the draft budget.

Norway's foreign trade deficit is expected to narrow to 25.9 billion kroner next year, after an expected 32.4 billion deficit this year.

The government plans to boost state-backed research and development funding by 40 percent in 1988, to 875 million kroner, to help

# 2 Norway Banks Lower Rates 1 to 2 Points

OSLO — Two major Norwegian banks, Bergen Bank and Christiania Bank og Kreditkasse, said Tuesday that they were cutting interest rates on all loans by between 1 and 2 percentage points, effective immediately.

The cuts are to 13 and 14 percent from 14 and 15 percent. The cut followed the government's announcement that it was dropping supplementary reserve requirements.

The reserve requirement, under which commercial banks must keep funds on deposit with the central bank in a non-interest-bearing account, will be dropped as part of the minority Labor government's draft 1988 budget.

Den Norske Creditbank, Norway's biggest bank, said it would not lower its rates, now around 14 percent.

changed in 1988 from this year's expected 5 billion.

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# Currency Rates

Rate	Oct 6	Oct 7
London	1.54	1.54
Paris	6.55	6.55
Frankfurt	1.36	1.36
Geneva	1.36	1.36
Basel	1.36	1.36
Brussels	1.36	1.36
Amsterdam	1.36	1.36
Stockholm	1.36	1.36
Copenhagen	1.36	1.36
Helsinki	1.36	1.36
Tokyo	1.36	1.36
Singapore	1.36	1.36
Hong Kong	1.36	1.36
Manila	1.36	1.36
Batavia	1.36	1.36
Calcutta	1.36	1.36
Rangoon	1.36	1.36
Colombo	1.36	1.36
Madras	1.36	1.36
Bombay	1.36	1.36
Delhi	1.36	1.36
Calcutta	1.36	1.36
Rangoon	1.36	1.36
Colombo	1.36	1.36
Madras	1.36	1.36
Bombay	1.36	1.36
Delhi	1.36	1.36

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# IF YOU PURSUE EXCELLENCE, ONLY ONE BANK CAN KEEP UP.

For Republic National Bank of New York, the relentless pursuit of excellence has achieved nothing less than excellent results.

Republic has grown to be the 11th largest bank in the United States, in terms of shareholders' equity.

outgrowth of the strong beliefs of its founder and principal shareholder, Edmond J. Safra.

Republic is firmly committed to such sound, traditional banking practices as diversification

and the maintenance of a strong capital base.

The bank has always been highly selective in lending. It emphasizes very conservative activities, investing in safe and liquid assets and using its extensive expertise to trade profitably in precious metals, foreign exchange, bonds and bank notes.

Underlying every aspect of Republic National Bank's pursuit of excellence is a single, fundamental principle: the protection of depositors' funds.

It should come as no surprise, then, that this pursuit of excellence results in considerable advantages to private banking clients, and the application of the very highest standards of excellence to the handling of

your personal finances.

Republic's subsidiary in Luxembourg provides private banking clients with the protection of the stringent banking laws of that country, and experienced account officers who speak your language.

And Republic's expertise internationally allows you to take advantage of opportunities to better manage your investments on a global scale.

The pursuit of excellence is our commitment. If that is something you expect of your bank, call us today at our Luxembourg office (352) 470711.

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FIGURES AS AT DECEMBER 31, 1986:

TOTAL ASSETS: US \$16.8 billion

SHAREHOLDERS' EQUITY: US \$1.6 billion



NYSE Most Actives				
Vol.	High	Low	Last	Chg.
AT&T	27.00	26.75	26.87	+0.12
IBM	100.00	99.50	99.75	+0.25
GE	30.00	29.75	29.87	+0.12
Merck	40.00	39.75	39.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12

Market Sales	
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000
NYSE 4 a.m. volume	172,400,000

NYSE Index				
High	Low	Open	Close	Chg.
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50

**Tuesday's  
NYSE  
Closing**  
Via The Associated Press

AMEX Diary	
Advanced	157
Declined	341
Unchanged	480
New Highs	18
New Lows	18

NASDAQ Index				
Close	Chg.	Week Ago	Year Ago	
447.07	+0.12	447.07	447.07	
447.07	+0.12	447.07	447.07	
447.07	+0.12	447.07	447.07	
447.07	+0.12	447.07	447.07	
447.07	+0.12	447.07	447.07	
447.07	+0.12	447.07	447.07	
447.07	+0.12	447.07	447.07	
447.07	+0.12	447.07	447.07	
447.07	+0.12	447.07	447.07	

AMEX Most Actives				
Vol.	High	Low	Last	Chg.
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12
Amgen	20.00	19.75	19.87	+0.12

Dow Jones Bond Averages				
Close	Chg.			
102.50	+0.12			
102.50	+0.12			
102.50	+0.12			
102.50	+0.12			
102.50	+0.12			
102.50	+0.12			
102.50	+0.12			
102.50	+0.12			
102.50	+0.12			
102.50	+0.12			

NYSE Diary				
Advanced	157			
Declined	341			
Unchanged	480			
New Highs	18			
New Lows	18			

Odd-Lot Trading In N.Y.				
Oct 5	20,000	20,000	20,000	20,000
Oct 6	20,000	20,000	20,000	20,000
Oct 7	20,000	20,000	20,000	20,000
Oct 8	20,000	20,000	20,000	20,000
Oct 9	20,000	20,000	20,000	20,000

Dow Jones Averages				
Index	Open	High	Low	Close
Indus	102.50	102.50	102.50	102.50
Transp	102.50	102.50	102.50	102.50
Util	102.50	102.50	102.50	102.50
Comp	102.50	102.50	102.50	102.50

Standard & Poor's Index				
High	Low	Open	Close	Chg.
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50

NASDAQ Diary				
Advanced	157			
Declined	341			
Unchanged	480			
New Highs	18			
New Lows	18			

AMEX Stock Index				
High	Low	Open	Close	Chg.
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50
102.50	102.00	102.00	102.00	-0.50

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

## DOW: Average Posts Biggest One-Day Plunge

(Continued from Page 1)

The New York Stock Exchange, which compared with about 160 million on Monday, was not heavy by recent standards.

"The absence of volume tells me a great majority of institutions are not embracing the theory that a technical pullback is on the horizon," he said.

Bread-market indexes also fell sharply. The New York Stock Exchange composite index was off 4.46 to 178.98 and Standard & Poor's 500-stock index dropped 8.86 to 319.22. The price of an average share dropped \$1.02.

Some traders said profit-taking was evident throughout the day with the Dow index down 40 points just before mid-session.

But late in the day, as an attempt to stabilize proved short-lived, there was a new rush to take profits and get out of the way of the decline.

"After the market broke 2,600 it was a free fall," said Bill Lord, a trader at Shearson Lehman Brothers.

"Interest rates certainly had something to do with it," he said, and there were futures-related sell programs "all over the place."

He said he expected the stock market to be "a little chaotic" for the next day or so.

Michael Metz, a market analyst with Oppenheimer & Co., said, "Late in the day we had sell program activity that accounted for about 30 points of the 90-point decline" in the Dow.

"A lot of portfolios that had excess cash

chose to put it into short-term bonds instead of buying stocks," he said.

Dennis Jarrett, a technical analyst at Kidder, Peabody & Co., said, "There was a lot of program selling in the last hour" of trading, "and that kept feeding on itself. Outside the Dow, however, most of the issues aren't getting hurt too badly."

Mr. Goldman, of A.G. Edwards, said, "This market has shown persistence."

"Whenever we get a couple of days sell-off and the market takes stocks down, buyers come in."

"Basically, the outlook for the economy, corporate earnings and inflation remains positive. The long-term bull market is still together."

The sell-off "started with the weakness in the dollar and that spread to the bond market," said Trade Laitner of Josephthal & Co.

"It's pretty much evenly spread out. There are no groups that are surviving," she said.

The most actively traded issue was Tennessee, which rose 1% to 61.14, leading the active.

Traders cited speculation that corporate raiders are accumulating stock and will try to force the company to take actions to boost the value of its stock.

USG gained 3% to 54.4 a day after Desert Partners said it held nearly 10 percent and might seek control. And Gillette, a takeover target of Revlon, gained 1% to 43%.

(Reuters, UPI)

12 Month High	Low	Stock	Div.	Yld.	P/E	52 High	52 Low	Close	Chg.
102.50	102.00	AT&T	0.50	5.5	15.0	27.00	26.75	26.87	+0.12
102.50	102.00	IBM	3.00	4.5	10.0	100.00	99.50	99.75	+0.25
102.50	102.00	GE	0.50	5.5	15.0	30.00	29.75	29.87	+0.12
102.50	102.00	Merck	0.50	5.5	15.0	40.00	39.75	39.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12

12 Month High	Low	Stock	Div.	Yld.	P/E	52 High	52 Low	Close	Chg.
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
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102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
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102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12
102.50	102.00	Amgen	0.50	5.5	15.0	20.00	19.75	19.87	+0.12

127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
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127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75	19.87	+0.12
127.00	126.00	Amgen	0.50	5.6	15.0	20.00	19.75		



# NYSE Closing

Tables include the nationwide prices on the closing of Wall Street and do not reflect late trades elsewhere.

High	Low	Open	Close	Change
100	99 1/4	100	99 1/4	+1/4
100 1/4	100	100 1/4	100	-1/4
100 1/2	100 1/4	100 1/2	100 1/4	-1/4
100 3/4	100 1/2	100 3/4	100 1/2	-1/2
101	100 3/4	101	100 3/4	-1/4
101 1/4	101	101 1/4	101	-1/4
101 1/2	101 1/4	101 1/2	101 1/4	-1/4
101 3/4	101 1/2	101 3/4	101 1/2	-1/2
102	101 3/4	102	101 3/4	-1/4
102 1/4	102	102 1/4	102	-1/4
102 1/2	102 1/4	102 1/2	102 1/4	-1/4
102 3/4	102 1/2	102 3/4	102 1/2	-1/2
103	102 3/4	103	102 3/4	-1/4
103 1/4	103	103 1/4	103	-1/4
103 1/2	103 1/4	103 1/2	103 1/4	-1/4
103 3/4	103 1/2	103 3/4	103 1/2	-1/2
104	103 3/4	104	103 3/4	-1/4
104 1/4	104	104 1/4	104	-1/4
104 1/2	104 1/4	104 1/2	104 1/4	-1/4
104 3/4	104 1/2	104 3/4	104 1/2	-1/2
105	104 3/4	105	104 3/4	-1/4
105 1/4	105	105 1/4	105	-1/4
105 1/2	105 1/4	105 1/2	105 1/4	-1/4
105 3/4	105 1/2	105 3/4	105 1/2	-1/2
106	105 3/4	106	105 3/4	-1/4
106 1/4	106	106 1/4	106	-1/4
106 1/2	106 1/4	106 1/2	106 1/4	-1/4
106 3/4	106 1/2	106 3/4	106 1/2	-1/2
107	106 3/4	107	106 3/4	-1/4
107 1/4	107	107 1/4	107	-1/4
107 1/2	107 1/4	107 1/2	107 1/4	-1/4
107 3/4	107 1/2	107 3/4	107 1/2	-1/2
108	107 3/4	108	107 3/4	-1/4
108 1/4	108	108 1/4	108	-1/4
108 1/2	108 1/4	108 1/2	108 1/4	-1/4
108 3/4	108 1/2	108 3/4	108 1/2	-1/2
109	108 3/4	109	108 3/4	-1/4
109 1/4	109	109 1/4	109	-1/4
109 1/2	109 1/4	109 1/2	109 1/4	-1/4
109 3/4	109 1/2	109 3/4	109 1/2	-1/2
110	109 3/4	110	109 3/4	-1/4
110 1/4	110	110 1/4	110	-1/4
110 1/2	110 1/4	110 1/2	110 1/4	-1/4
110 3/4	110 1/2	110 3/4	110 1/2	-1/2
111	110 3/4	111	110 3/4	-1/4
111 1/4	111	111 1/4	111	-1/4
111 1/2	111 1/4	111 1/2	111 1/4	-1/4
111 3/4	111 1/2	111 3/4	111 1/2	-1/2
112	111 3/4	112	111 3/4	-1/4
112 1/4	112	112 1/4	112	-1/4
112 1/2	112 1/4	112 1/2	112 1/4	-1/4
112 3/4	112 1/2	112 3/4	112 1/2	-1/2
113	112 3/4	113	112 3/4	-1/4
113 1/4	113	113 1/4	113	-1/4
113 1/2	113 1/4	113 1/2	113 1/4	-1/4
113 3/4	113 1/2	113 3/4	113 1/2	-1/2
114	113 3/4	114	113 3/4	-1/4
114 1/4	114	114 1/4	114	-1/4
114 1/2	114 1/4	114 1/2	114 1/4	-1/4
114 3/4	114 1/2	114 3/4	114 1/2	-1/2
115	114 3/4	115	114 3/4	-1/4
115 1/4	115	115 1/4	115	-1/4
115 1/2	115 1/4	115 1/2	115 1/4	-1/4
115 3/4	115 1/2	115 3/4	115 1/2	-1/2
116	115 3/4	116	115 3/4	-1/4
116 1/4	116	116 1/4	116	-1/4
116 1/2	116 1/4	116 1/2	116 1/4	-1/4
116 3/4	116 1/2	116 3/4	116 1/2	-1/2
117	116 3/4	117	116 3/4	-1/4
117 1/4	117	117 1/4	117	-1/4
117 1/2	117 1/4	117 1/2	117 1/4	-1/4
117 3/4	117 1/2	117 3/4	117 1/2	-1/2
118	117 3/4	118	117 3/4	-1/4
118 1/4	118	118 1/4	118	-1/4
118 1/2	118 1/4	118 1/2	118 1/4	-1/4
118 3/4	118 1/2	118 3/4	118 1/2	-1/2
119	118 3/4	119	118 3/4	-1/4
119 1/4	119	119 1/4	119	-1/4
119 1/2	119 1/4	119 1/2	119 1/4	-1/4
119 3/4	119 1/2	119 3/4	119 1/2	-1/2
120	119 3/4	120	119 3/4	-1/4
120 1/4	120	120 1/4	120	-1/4
120 1/2	120 1/4	120 1/2	120 1/4	-1/4
120 3/4	120 1/2	120 3/4	120 1/2	-1/2
121	120 3/4	121	120 3/4	-1/4
121 1/4	121	121 1/4	121	-1/4
121 1/2	121 1/4	121 1/2	121 1/4	-1/4
121 3/4	121 1/2	121 3/4	121 1/2	-1/2
122	121 3/4	122	121 3/4	-1/4
122 1/4	122	122 1/4	122	-1/4
122 1/2	122 1/4	122 1/2	122 1/4	-1/4
122 3/4	122 1/2	122 3/4	122 1/2	-1/2
123	122 3/4	123	122 3/4	-1/4
123 1/4	123	123 1/4	123	-1/4
123 1/2	123 1/4	123 1/2	123 1/4	-1/4
123 3/4	123 1/2	123 3/4	123 1/2	-1/2
124	123 3/4	124	123 3/4	-1/4
124 1/4	124	124 1/4	124	-1/4
124 1/2	124 1/4	124 1/2	124 1/4	-1/4
124 3/4	124 1/2	124 3/4	124 1/2	-1/2
125	124 3/4	125	124 3/4	-1/4
125 1/4	125	125 1/4	125	-1/4
125 1/2	125 1/4	125 1/2	125 1/4	-1/4
125 3/4	125 1/2	125 3/4	125 1/2	-1/2
126	125 3/4	126	125 3/4	-1/4
126 1/4	126	126 1/4	126	-1/4
126 1/2	126 1/4	126 1/2	126 1/4	-1/4
126 3/4	126 1/2	126 3/4	126 1/2	-1/2
127	126 3/4	127	126 3/4	-1/4
127 1/4	127	127 1/4	127	-1/4
127 1/2	127 1/4	127 1/2	127 1/4	-1/4
127 3/4	127 1/2	127 3/4	127 1/2	-1/2
128	127 3/4	128	127 3/4	-1/4
128 1/4	128	128 1/4	128	-1/4
128 1/2	128 1/4	128 1/2	128 1/4	-1/4
128 3/4	128 1/2	128 3/4	128 1/2	-1/2
129	128 3/4	129	128 3/4	-1/4
129 1/4	129	129 1/4	129	-1/4
129 1/2	129 1/4	129 1/2	129 1/4	-1/4
129 3/4	129 1/2	129 3/4	129 1/2	-1/2
130	129 3/4	130	129 3/4	-1/4
130 1/4	130	130 1/4	130	-1/4
130 1/2	130 1/4	130 1/2	130 1/4	-1/4
130 3/4	130 1/2	130 3/4	130 1/2	-1/2
131	130 3/4	131	130 3/4	-1/4
131 1/4	131	131 1/4	131	-1/4
131 1/2	131 1/4	131 1/2	131 1/4	-1/4
131 3/4	131 1/2	131 3/4	131 1/2	-1/2
132	131 3/4	132	131 3/4	-1/4
132 1/4	132	132 1/4	132	-1/4
132 1/2	132 1/4	132 1/2	132 1/4	-1/4
132 3/4	132 1/2	132 3/4	132 1/2	-1/2
133	132 3/4	133	132 3/4	-1/4
133 1/4	133	133 1/4	133	-1/4
133 1/2	133 1/4	133 1/2	133 1/4	-1/4
133 3/4	133 1/2	133 3/4	133 1/2	-1/2
134	133 3/4	134	133 3/4	-1/4
134 1/4	134	134 1/4	134	-1/4
134 1/2	134 1/4	134 1/2	134 1/4	-1/4
134 3/4	134 1/2	134 3/4	134 1/2	-1/2
135	134 3/4	135	134 3/4	-1/4
135 1/4	135	135 1/4	135	-1/4
135 1/2	135 1/4	135 1/2	135 1/4	-1/4
135 3/4	135 1/2	135 3/4	135 1/2	-1/2
136	135 3/4	136	135 3/4	-1/4
136 1/4	136	136 1/4	136	-1/4
136 1/2	136 1/4	136 1/2	136 1/4	-1/4
136 3/4	136 1/2	136 3/4	136 1/2	-1/2
137	136 3/4	137	136 3/4	-1/4
137 1/4	137	137 1/4	137	-1/4
137 1/2	137 1/4	137 1/2	137 1/4	-1/4
137 3/4	137 1/2	137 3/4	137 1/2	-1/2
138	137 3/4	138	137 3/4	-1/4
138 1/4	138	138 1/4	138	-1/4
138 1/2	138 1/4	138 1/2	138 1/4	-1/4
138 3/4	138 1/2	138 3/4	138 1/2	-1/2
139	138 3/4	139	138 3/4	-1/4
139 1/4	139	139 1/4	139	-1/4
139 1/2	139 1/4	139 1/2	139 1/4	-1/4
139 3/4	139 1/2	139 3/4	139 1/2	-1/2
140	139 3/4	140	139 3/4	-1/4
140 1/4	140	140 1/4	140	-1/4
140 1/2	140 1/4	140 1/2	140 1/4	-1/4
140 3/4	140 1/2	140 3/4	140 1/2	-1/2
141	140 3/4	141	140 3/4	-1/4
141 1/4	141	141 1/4	141	-1/4
141 1/2	141 1/4	141 1/2	141 1/4	-1/4
141 3/4	141 1/2	141 3/4	141 1/2	-1/2
142	141 3/4	142	141 3/4	-1/4
142 1/4	142	142 1/4	142	-1/4
142 1/2	142 1/4	142 1/2	142 1/4	-1/4
142 3/4	142 1/2	142 3/4	142 1/2	-1/2
143	142 3/4	143	142 3/4	-1/4
143 1/4	143	143 1/4	143	-1/4
143 1/2	143 1/4	143 1/2	143 1/4	-1/4
143 3/4	143 1/2	143 3/4	143 1/2	-1/2
144	143 3/4	144	143 3/4	-1/4
144 1/4	144	144 1/4	144	-1/4
144 1/2	144 1/4	144 1/2	144 1/4	-1/4
144 3/4	144 1/2	144 3/4	144 1/2	-1/2
145	144 3/4	145	144 3/4	-1/4
145 1/4	145	145 1/4	145	-1/4
145 1/2	145 1/4	145 1/2	145 1/4	-1/4
145 3/4	145 1/2	145 3/4	145 1/2	-1/2
146	145 3/4	146	145 3/4	-1/4
146 1/4	146	146 1/4	146	-1/4
146 1/2	146 1/4	146 1/2	146 1/4	-1/4
146 3/4	146 1/2	146 3/4	146 1/2	-1/2
147	146 3/4	147	146 3/4	-1/4
147 1/4	147	147 1/4	147	-1/4
147 1/2	147 1/4	147 1/2	147 1/4	-1/4
147 3/4	147 1/2	147 3/4	147 1/2	-1/2
148	147 3/4	148	147 3/4	-1/4
148 1/4	148	148 1/4	148	-1/4
148 1/2	148 1/4	148 1/2	148 1/4	-1/4
148 3/4	148 1/2	148 3/4	148 1/2	-1/2
149	148 3/4	149	148 3/4	-1/4
149 1/4	149	149 1/4	149	-1/4
149 1/2	149 1/4	149 1/2	149 1/4	-1/4
149 3/4	149 1/2	149 3/4	149 1/2	-1/2
150	149 3/4	150	149 3/4	-1/4
150 1/4	150	150 1/4	150	-1/4
150 1/2	150 1/4	150 1/2	150 1/4	-1/4
150 3/4	150 1/2	150 3/4	150 1/2	-1/2
151	150 3/4	151	150 3/4	-1/4
151 1/4	151	151 1/4	151	-1/4
151 1/2	151 1/4	151 1/2	151 1/4	-1/4
151 3/4	151 1/2	151 3/4	151 1/2	-1/2
152	151 3/4	152	151 3/4	-1/4
152 1/4	152			







## BUSINESS ROUNDUP

## Kerkorian Moving on Pan Am

By Agis Salpukas  
New York Times Service

NEW YORK — Kirk Kerkorian, the U.S. financier who controls MGM-UA Communications, has completed a study of Pan American World Airways that brings him closer to a possible takeover of the beleaguered carrier, according to sources familiar with the deal.

Mr. Kerkorian said more than a month ago that he was interested in buying a stake in Pan Am.

## Rhône Net Rose 15.4% in Half

Special to the Herald Tribune

PARIS — Rhône-Poulenc SA, the state-owned chemical and pharmaceuticals group, said Tuesday that net earnings in the first half of 1987 rose 15.4 percent to 1.14 billion francs (\$186 million) from 988 million a year earlier.

Sales in the period ended June 30 rose 2.7 percent to 28.75 billion francs from 27.98 billion, it said.

The consolidated figures include the results of Union Carbide Corp.'s U.S. agricultural products business, which Rhône-Poulenc France's biggest chemical company, acquired at the end of 1986. Those results were not broken out. In September, Rhône-Poulenc bought Stauffer Chemical Corp.'s basic chemicals business for \$500 million, which is expected to increase Rhône-Poulenc's U.S. sales as a percentage of total sales to 11 percent from 3 percent.

Sources familiar with the six-week study said that representatives of Mr. Kerkorian were expected to begin talks this week with Pan Am's unions, seeking a way to gain control of the airline.

The talks with the unions will be crucial in determining if Mr. Kerkorian pursues a purchase, the sources said.

A spokesman for Pan Am said the company did not comment on takeover efforts.

Neither the leaders of the union coalition nor Mr. Kerkorian were available for comment.

Pan Am's stock closed Monday at \$4.50, down 12.5 cents in trading on the New York Stock Exchange.

The stock was trading at about \$6 earlier this year when takeover speculation was at its height. But after Resorts International sold its 12.2 percent stake in July and Donald J. Trump, the real estate developer who took control of Resorts, also sold a block, the takeover speculation subsided. The price of the stock has sagged since then.

The union coalition indicated earlier this year that it would be prepared to offer about \$180 million a year in concessions over three years. In return, it said it wanted to increase the 7 percent stake that workers now have in Pan Am. The coalition also wants to control the board and gain other safeguards of employee interests.

After months of trying to find a financial angel, however, it was unclear what the coalition's position would be in the upcoming talks. The coalition, known as the Joint Labor Council of Pan Am, represents about 20,000 of the airline's workers and is made up of four of the five unions at the company.

In August, the unions held talks with Sir James Goldsmith, the British-French financier, who also had a team of experts look at the airline. A source close to that effort said it broke down when the team said the labor coalition would have to make much deeper wage cuts than \$180 million a year.

Although Pan Am has shown some recovery because of heavy traffic to Europe this summer, management considers its costs too high to ensure long-term survival. The company earned \$10.5 million in the second quarter, in contrast to a loss of \$152.4 million in the second quarter of 1986.

The airline said Monday that its traffic was up 14.4 percent in September, compared with last year.

After many years of losses, the carrier has had much better results this year and may reach its goal of showing a profit for the year, company officials have predicted.

Even if Mr. Kerkorian and his staff work out an agreement with the labor coalition, a big hurdle remains: Pan Am's strongest union, the Transport Workers Union, which is not part of the labor group.

Pan Am's board was scheduled to have a regular meeting Tuesday, but was not expected to consider any Kerkorian or union proposals.

The union coalition has put management in the unusual role of reacting to the coalition's drive to find a buyer.

Just as in the case of the takeover of Trans World Airlines by Carl Icahn, the switched roles at Pan Am are an indication of how unions have been able to use their ability to give concessions as a way of playing a major role in any takeover of their airline.

## Lotus to Unveil 'Intelligent' Software

By David Sanger  
New York Times Service

NEW YORK — Lotus Development Corp. will introduce within the next month an unusual program that incorporates several artificial intelligence techniques. Company officials said it would let computer users analyze ideas and text much as spreadsheets allow them to analyze numbers.

The program, called Agenda, has long been the source of speculation in the computer industry. It has been under development for several years by some of the software industry's best-known talents, including Mitchell D. Kapor, Lotus's founder, and S. Jerrold Kaplan, who left recently as Lotus's chief of technology.

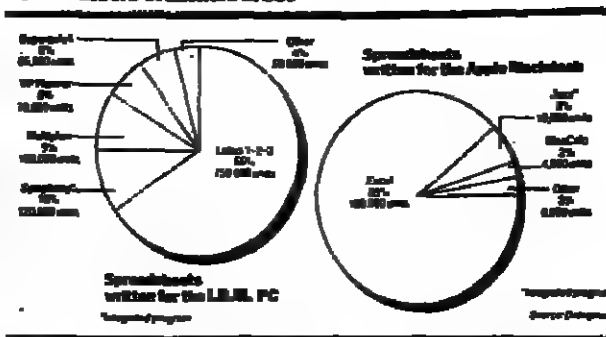
Separately, Lotus said Monday that it would release two programs for Apple's Macintosh computer. "Modern Jazz," a successor to the company's failed "Jazz" program, is expected early next year, and a version of Lotus 1-2-3 is expected in 1989.

Lotus 1-2-3 now runs only on personal computers made by International Business Machines Corp. Lotus's chief rival, Microsoft Corp., has dominated the market for spreadsheets that run on the Macintosh.

Microsoft began direct competition on Tuesday with Lotus for the loyalty of IBM PC spreadsheet users with the introduction of Excel, a spreadsheet for IBM's new generation of personal computers.

The introduction comes at a time of terrific growth for Microsoft: The company said Monday that its revenues for the quarter ended Sept. 30 would exceed \$100 million, compared with \$66

The Numbers Crunchers in Use



million in the corresponding 1986 quarter. The new stock up \$6.50 a share, to \$79, in over-the-counter trading on Monday.

Agenda was designed by Mr. Kapor, Mr. Kaplan and Ed Belove, who heads the company's research and development. First details came in a speech to institutional investors on Friday.

A copy of the speech, delivered by Jim P. Manzi, Lotus's chief executive, was released by the company on Monday. Mr. Manzi called the program "a flexible tool for managing tasks, ideas, people, plans and goals."

Industry experts who have seen versions of the program describe it as an "electronic scratch pad" that uses some rudimentary artificial intelligence techniques to correlate information.

The program divides data into "items" and "categories." The latter might include telephone calls, visitors or "things to do."

Say, for example, that a computer user wrote himself a note about a dinner he had attended,

listing his companions, the Mexican restaurant, the menu and topics discussed. The software might cross-reference all that data with information about other dinners, other dining companions, similar topics or Mexican food.

A few weeks later, Agenda would remind the computer user to make a follow-up phone call, jogging his memory about the topic discussed at the first dinner.

## Excel Unveiled

Microsoft, officially unveiling its long-awaited Excel spreadsheet program for IBM, said Tuesday that it is the first such software to fully exploit Intel Corp.'s powerful new computer chips. The Associated Press reported from New York.

William Gates, Microsoft's chairman, said that the new program would revolutionize spreadsheet applications, one of the most important business uses of personal computers.

Excel will carry a \$495 list price and is to be shipped next month, Microsoft said.

## Salvaged N.Y. Bowery Bank Is Bought for \$200 Million

By Eric N. Berg  
New York Times Service

NEW YORK — The Bowery Savings Bank, one of New York's oldest savings banks, has been sold, two years after a group of investors helped rescue it from near collapse with federal backing.

The buyer, the Los Angeles-based H.F. Ahmanson & Co., an owner of savings and loan institutions across the United States, will pay \$200 million in cash.

The price will produce a \$100 million profit for the investors who transformed the Bowery into a privately held company in 1985. The group included Richard Ravitch, the former head of New York's Metropolitan Transportation Authority; Laurence A. Tisch, chief executive of CBS Inc.; and Warren Buffett, the financier.

Although the investors placed \$100 million of their own money at risk, they received nearly \$300 million in financial aid and guarantees against losses from the Federal Deposit Insurance Corp.

The Bowery traces its roots to 1834, when waves of immigrants began arriving and settling on New York's Lower East Side.

Beginning in the early 1980s, the Bowery fell onto hard times as interest earnings from its portfolio of old, low-paying, fixed-rate mortgages were inadequate to finance high-rate deposits.

Under Mr. Ravitch, the Bowery has climbed back to profitability; its net worth nearly doubled in the last two years, to nearly \$200 million. But according to Mr. Ravitch, the Bowery lacked adequate capital — as well as economies of scale and product diversification — to compete against stronger rivals. With the Bowery unable to grow and cut costs as quickly as those rivals, its

investors decided to sell out to Ahmanson, an investor with even deeper pockets, Mr. Ravitch said. Ahmanson said it was attracted by the Bowery's firm position in New York's real estate market. Bowery has 25 New York City branches with \$6.7 billion in assets and \$5.1 billion in deposits.

On Wall Street, initial reaction to Ahmanson's move was basically favorable. The company, analysts noted, has built up more than \$27 billion in assets by avoiding many other businesses into which savings and loans have ventured and by focusing instead on one business: making one type of adjustable-rate loan to owners of single-family homes.

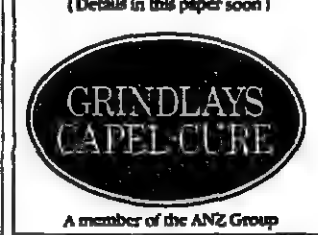
In trading Tuesday on the New York Stock Exchange, Ahmanson stock closed at \$20.50, down 25 cents.

## Citicorp Sets 2-for-1 Split

NEW YORK — Citicorp has declared a 2-for-1 stock split on outstanding common shares. The shares will be distributed Nov. 10 to holders of record Oct. 30.

## Think rich!

(Details in this paper soon)



## Hooker of Australia to Buy Altman, Its 5th U.S. Chain

Compiled by Our Staff From Dispatches

SYDNEY — Hooker Corp., an Australian property and retail company, said Tuesday that it had agreed to buy control of B. Altman Co., its fifth U.S. retail acquisition in the past 18 months.

Hooker, run by George Herscu, property developer, said it would buy 58 percent of the closely held company for an undisclosed price, while negotiating for the rest. B. Altman, an up-market chain with department stores in New York, New Jersey and Pennsylvania, has annual sales of about \$350 million.

Hooker said it would purchase a stake from a group of investors to buy the stores in 1985 from a Altman Foundation, a charity established by the founder, Bernard Altman, before his death in 1933. Under the 1985 agreement, the foundation retained its real estate holdings.

Hooker's spending spree began mid-1986, when it acquired 80 percent of the California-based eikamer Jewellers chain. But the ice increased in April, when it agreed to buy Allied Stores Corp.'s New York-based Bonwit Teller division for \$101 million.

Last week the Australian developer said it would acquire most of specially beleaguered Sakowitz & Co., a Houston retailer, under a organization plan filed in federal bankruptcy court.

Hooker would pay \$7.5 million for 80 percent of a new holding company that would be 20 percent-owned by Robert T. Sakowitz, the chain's chairman and a member of its founding family.

Hooker also agreed in early September to join major shareholders of Parisian Inc., a specialty retailer based in Birmingham, Alabama, in a \$252 million buyout.

In addition, Hooker said it was developing four regional shopping malls in the United States, averaging 1.5 million square feet (139,000 square meters) each.

"Our interest in B. Altman is based on the extensive retailing expertise and broad market recognition of the chain," Mr. Herscu said Tuesday.

"Altman's upscale image will complement Hooker's other recent retail acquisitions in the U.S.," he said.

Altman's flagship New York City store, occupying the entire block between Madison and Fifth avenues on East 57th Street, is a well-known landmark.

The group selling Altman includes Anthony Conti and Philip C. Sempredo, former partners in the accounting firm Deloitte, Haskins & Sells.

Hooker's extensive U.S. operations include Hooker-Barnes Homes and Hooker Holdings, based in Atlanta. Last December, Hooker bought Merrill Lynch Commercial Real Estate.

(Reuters, AP)

## MADISON: Computer Wave

Continued from first finance page) sat cleanser and \$80 million for its daily rub-clean product. Less than a quarter of them are males. So all seven of the 15-second

commercial will feature handsome younger women who all promise, "We can help you love your lenses." They're not expensive spots, since they are what the trade calls "talking heads" except for a brief, simple product shot.

Like many products from pharmaceutical companies that are sold over the counter, the Alcon products were originally promoted only to health-care professionals. But Alcon, like many of its competitors, is now taking its messages directly to a health-conscious public.

## People

• William S. David has been named publisher of Cosmopolitan magazine.

• Kenneth J. Majka is joining Richardson, Myers & Donofrio of Baltimore as executive vice president and creative director.

• John Mann has joined Bonwit Teller, the New York department store, as advertising director.

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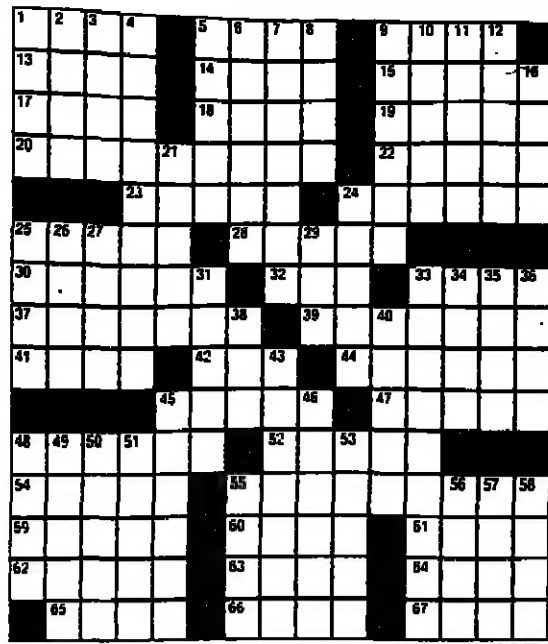


هكذا من الأصل









**ACROSS**

1 Some August babies  
5 One kind of rain  
9 Aide: Abbr.  
13 Affirmation  
14 Singer Patti  
15 G.L. therapy  
17 Eight: Prefix  
18 Last Stuart ruler  
19 Betel palm, for one  
20 Ozzie Smith, for one  
22 Like a mad dog  
23 Coach  
24 Abandon a building  
25 Nautical direction  
26 Send payment  
27 Broadway Joe  
30 Rather: His Own... 1946  
33 Wearing bangles  
37 Artist's milieu  
39 Give new form  
41 European blackbird  
42 Actor Vigoda  
44 Miner's tool  
45 Friable  
47 Good-night girl  
48 Hearsay

**DOWN**

1 She wrote "Gentlemen Prefer Blondes"  
2 To... His Own... 1946  
3 Preminger of "An Affair to Remember"  
4 Deficiency  
5 "I like..." (singly)  
6 He knew Susie  
7 Disregarded  
8 Fathomless

9 Noah's "port of call"  
10 Glacial ice form  
11 Inge pooch  
12 Implied  
16 Invited  
21 — frutti  
24 Wall climbers  
25 Vietnam region: Var.  
26 Moderate  
27 U.S. cit.  
28 Deface  
31 Courage  
33 Steno's need, sometimes  
34 Possess  
35 Door or road  
36 Editor's notation  
38 Brett stat.  
40 Dress style  
43 Shuns  
45 Support  
46 Documented  
48 Riches  
49 Bring to mind  
50 Evita or Juan  
51 — a time (singly)  
53 Originate  
55 Gin favoring  
56 Kitchen staple  
57 Downpour  
58 Cleo's river

© New York Times, edited by Eugene Malachuk.

## DENNIS THE MENACE



"RUFF WONT NEED A BATH THIS TIME, MOM... HE JUST CHASED A CAT THROUGH THE CARWASH!"

## JUMBLE

Unscramble these four jumbles, one letter to each square, to form four ordinary words.

HELLO, MOM... I'M COMING HOME TO YOU—LOVE

Now arrange the circled letters to form the surprise answer, as suggested by the above cartoon.

Answer: A "C" (Answers tomorrow)

Yesterday's Jumbles: FETCH NISCE VANISH VETERARY  
Answer: The has-been team actor believes he's still as popular as this—AS HE NEVER WAS

## WEATHER

EUROPE	HIGH	LOW	ASIA	HIGH	LOW
Algeria	64	51	Beijing	64	51
Amsterdam	58	45	Bombay	78	65
Antwerp	58	45	Hong Kong	78	65
Berlin	58	45	New Delhi	78	65
Brussels	58	45	Shanghai	78	65
Copenhagen	58	45	Tokyo	78	65
Dublin	58	45			
Frankfurt	58	45			
Geneva	58	45			
Helsinki	58	45			
Lisbon	58	45			
London	58	45			
Madrid	58	45			
Moscow	58	45			
Nice	58	45			
Paris	58	45			
Prague	58	45			
Stockholm	58	45			
Strasbourg	58	45			
Venice	58	45			
Warsaw	58	45			
Zurich	58	45			

MIDDLE EAST	HIGH	LOW	AFRICA	HIGH	LOW
Athens	58	45	Algiers	58	45
Bahia	58	45	Cairo	58	45
Bombay	58	45	Conakry	58	45
Brussels	58	45	Dakar	58	45
Copenhagen	58	45	Harare	58	45
Dublin	58	45	Libreville	58	45
Frankfurt	58	45	Nairobi	58	45
Geneva	58	45	Tunis	58	45
Helsinki	58	45			
Lisbon	58	45			
London	58	45			
Madrid	58	45			
Moscow	58	45			
Nice	58	45			
Paris	58	45			
Prague	58	45			
Stockholm	58	45			
Strasbourg	58	45			
Venice	58	45			
Warsaw	58	45			
Zurich	58	45			

WEDNESDAY'S FORECAST—CHANNEL: RAIN, FRANKFURT: CLOUDY, T.M. 10-16, 11-16, 12-16, 1-17, 2-17, 3-17, 4-17, 5-17, 6-17, 7-17, 8-17, 9-17, 10-17, 11-17, 12-17, 1-18, 2-18, 3-18, 4-18, 5-18, 6-18, 7-18, 8-18, 9-18, 10-18, 11-18, 12-18, 1-19, 2-19, 3-19, 4-19, 5-19, 6-19, 7-19, 8-19, 9-19, 10-19, 11-19, 12-19, 1-20, 2-20, 3-20, 4-20, 5-20, 6-20, 7-20, 8-20, 9-20, 10-20, 11-20, 12-20, 1-21, 2-21, 3-21, 4-21, 5-21, 6-21, 7-21, 8-21, 9-21, 10-21, 11-21, 12-21, 1-22, 2-22, 3-22, 4-22, 5-22, 6-22, 7-22, 8-22, 9-22, 10-22, 11-22, 12-22, 1-23, 2-23, 3-23, 4-23, 5-23, 6-23, 7-23, 8-23, 9-23, 10-23, 11-23, 12-23, 1-24, 2-24, 3-24, 4-24, 5-24, 6-24, 7-24, 8-24, 9-24, 10-24, 11-24, 12-24, 1-25, 2-25, 3-25, 4-25, 5-25, 6-25, 7-25, 8-25, 9-25, 10-25, 11-25, 12-25, 1-26, 2-26, 3-26, 4-26, 5-26, 6-26, 7-26, 8-26, 9-26, 10-26, 11-26, 12-26, 1-27, 2-27, 3-27, 4-27, 5-27, 6-27, 7-27, 8-27, 9-27, 10-27, 11-27, 12-27, 1-28, 2-28, 3-28, 4-28, 5-28, 6-28, 7-28, 8-28, 9-28, 10-28, 11-28, 12-28, 1-29, 2-29, 3-29, 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## OBSERVER

## Campaign Molehills

By Russell Baker  
NEW YORK — When the press people failed to notice that Senator Joseph R. Biden Jr. was out in Iowa using Neil Kinnock's great campaign speech as his own, the campaign manager for Governor Michael Dukakis called it to their attention.

The senator and the governor were competing for the same title — president of the United States — and Dukakis's campaign manager obviously wanted to put Biden at a disadvantage.

In this instance the results were extensive. The first was to make Kinnock, leader of the British Labour Party, a household name in the United States. When film of Kinnock delivering his great speech in England was juxtaposed with film of Biden delivering the same material in Iowa, the senator was made to seem immature and foolish. After a few days of taking the heat, he dropped out of the competition.

Even before this, however, the story was beginning to drift off from reality. This was because of the way Dukakis's campaign manager had called the press's attention to the Kinnock speech of the story.

One way he could have done this was by holding a nationally televised news conference. "I regret to point out," he might have said, "that the American media have completely failed to notice one of the most interesting things happening in this campaign," and shown the films of Kinnock and Biden both delivering Kinnock's speech.

The campaign manager, whose name is John Sasso, did not do it this way. Campaign managers hardly ever do. For one thing, they like to be known as "behind-the-scenes operators." For another, the press is extremely thick-skinned and would probably not take it well if the campaign manager went on TV to accuse it of missing a big story.

Instead, Sasso did what campaign managers almost always do in such cases. He spoke privately to a handful of newsmen, gave them the film material and obtained the "source's" usual pledge that nobody would tell where the stuff came from. The New York Times, NBC News and The Des Moines Register.

As usual, reporters not favored

by the campaign manager had to produce follow-up stories. The follow-up was obvious to every reporter with two weeks' experience in the trade: find out who had called attention to Kinnock. There were three possibilities, and the first — that a British reporter had wandered into Iowa — could be discarded immediately since the story would have surfaced first in England.

The second, and really tantalizing, possibility was that the hand of the White House had been at work. Biden, after all, was chairman of the committee handling the Bork nomination to the Supreme Court, and he was against it. Maybe a madman amok in the White House thought that humiliating Biden would help Bork's chances.

In fact, had the White House been behind it, the Bork nomination would probably have been destroyed, which would have made a superb follow-up story.

The dull truth was quickly obvious. The deed had almost surely been done by one of Biden's rival campaigners. This was news of the dog-bites-man category. Still, ever since Gary Hart's cruise on the Monkey Business the Democratic campaign has shown a tendency to low comedy which encourages reporters to zealous eversions in hopes of coming up with more high-slappers. Inevitably, they unearthed Sasso.

If you read the political writers you might suppose that steering the press to a good story makes him a well-poisoner. Sensitive to headline hysteria, Dukakis, declaring himself innocent of intent to damage the Biden campaign, sensibly hesitated a few hours before reluctantly firing Sasso for behaving like a campaign manager.

On TV afterward, the governor bowed President Reagan's favorite technique for coping with catastrophe: He said that while he knew nothing of Sasso's behavior, as governor he would accept the responsibility for it. After accepting the responsibility, he accepted Sasso's resignation. The governor must henceforth be considered a very serious possibility for president. He knows how to do these things right.

New York Times Service

## Toni Morrison and the Terror of Slavery

By Elizabeth Kastor  
Washington Post Service

WASHINGTON — For a week Toni Morrison has been away from her home in Grand-View-on-Hudson, New York, talking and answering questions and reading from her work. "124 was a beautiful, full of a baby's venom," she begins, her voice soft as a whisper, introducing the first two sentences of her new book, "Beloved" (published by Knopf in the United States). The novel, Morrison's fifth, has received exuberant reviews.

At a Smithsonian signing, readers — most of them women — hold the volume close to their chests like a treasured object. One fan tells her "Beloved" is so powerful she could not read it alone; the house had to be filled with people, a comment that reminds the author of her own trepidations.

"I had forgotten that when I started the book, I was very frightened. It was an unwillingness and a terror of going into an area for which you have no preparation. It's a commitment of three or four years to living inside — because you do try to enter that life."

And the life was a terrible one even to glimpse at. Let alone invite into your mind and house. A Kentucky plantation of the 1850s where the master chafes his slaves' "animal characteristics." Families separated, runaways burned to death, chain gangs, whippings, hangings, guilt, ghosts. And at the center of it all, infanticide: a mother who slits her daughter's throat and is about to kill her three other children, this to "save" them from the slavery she has just managed to escape.

But the true story at the heart of the book, the story of Margaret Garner, who escaped to Cincinnati and succeeded in killing only one daughter before they stopped her, had stayed with Morrison for 10 years after she first read contemporary accounts of the woman's trial for murder. "I thought at first it couldn't be written, but I was annoyed and worried that such a story was impossible to write. If I couldn't do it, I felt really sold. In the end, I had to rely on the resilience and power of the

characters — if they could live it all of their lives, I could write it." Before Morrison began the story of the woman who soon ceased to be Margaret Garner and became Sethe ("I listen to the characters and ask what their names are. It's a process that is very respectful," she had been preoccupied with "the ways in which women are able to love extremely well, nurture extremely well, and the ways that sometimes also destroys something."

"I was thinking about that in really very contemporary terms. And that led me to think about the ways in which we displace the individual self into the beloved. Sometimes it's children, sometimes it's husbands, sometimes it's careers or what have you. And we let the best part of us flourish in something other than ourselves and get completely erased."

Once Sethe has been released from jail, thanks to the influence of some white abolitionists, and has placed a stone over her daughter's grave carved with the word "Beloved," she settles with her three remaining children in the home of her mother-in-law on 124 Bluestone Road outside of Cincinnati. But 124 is spiteful; furniture flies and sad little plays across the floor and baby hand prints appear in colors. Eighteen years after the act of maternal love and violence, Sethe and her family are still haunted by the 2-year-old girl whose throat she slit. When Paul D., a former slave from the same Kentucky farm, appears and exorcises the baby ghost, another presence takes her place, a 20-year-old woman with a raspy voice and a scar on her throat. She can not explain where she comes from, and she calls herself Beloved.

Sethe and her living daughter Denver know who this girl is. The black women of the town know, too. "I decided she would be two things," says Morrison. "For the characters in the book, she would indeed be the character returned. I decided for the reader she would be a real person, a real character with a life elsewhere. But their desires meet. Her needs bleed into theirs. Morrison was born Chloe Anthony Wofford in 1931 to parents who had migrated from sharecropping in Georgia and Al-



"If they could live it all of their lives, I could write it."

Gerald Morrison/The Washington Post

abama to Lorain, Ohio, and for whom pain, storytelling and magic were accepted elements of existence. In "The Bluest Eye," "Sula," "Song of Solomon" and "Tar Baby," Morrison's youthful fascination with her family's tales remains, but her perspective has changed. Morrison is now a woman born with no novel, a dead child returns, tales and lives are spun out in long, fluid sentences that move through history and even past the grave.

"There are more parents who tell their children stories now," she says, "who read to them as a way of educating their children. We didn't hear stories that way. The adults weren't telling us stories, they were talking to each other. We overheard, and a creeping respect for words. I wrote like someone with a dirty habit."

After graduating from Howard and receiving a master's degree from Cornell, she taught at Howard, and it was there she began to write. "I had nothing left but my imagination," she has said. "I had no will, no judgment, no perspective, no power, no authority, no self — just this brutal sense of irony, melancholy, and a creeping respect for words. I wrote like someone with a dirty habit."

Secretly — compulsively — slowly.

Finally, she joined a writers' group, and out of a story for the group grew "The Bluest Eye," a book, bearing novel about a young black girl's dream of having blue eyes, a story almost encyclopedic in its exploration of anger at whites and hatred of self among blacks in Lorain, Ohio.

In 1974 came "Sula," a novel about friendship between women; once again Morrison was praised by critics and fellow black women writers, not only for her prose but for exploring worlds few others entered in fiction. The 1977 "Song of Solomon" won the National Book Critics Circle Award.

"Beloved" began as the first part of a trio of tales that Morrison believed would make up a book. "I thought it would be 15 or 80 pages long," she says of what became "Beloved." "When I turned it in to the editor, I said, 'I'm very sorry that I'm two years late, but I'm not going to be able to finish.' The editor read the 'unfinished' 275 pages and recognized it as a whole book, and Morrison is working on the next story, set in Harlem in the '20s. When she admits to this, she rolls her eyes, exclaiming something between a laugh and a sigh, for after "Tar Baby" in 1981 she thought she was done.

"I told myself, 'I'm going to free myself, and if I never write another book, it's all right.'"

After "The Bluest Eye," Morrison learned that books could be written only when she was ready. "The process and act of writing is too important to do it because I have the time. I prefer to do it when I am unable to avoid it."

For years she had worked double, if not triple, time: editing at Random House until 1983, teaching and writing whenever she could find the quiet to do it, all the while raising two sons on her own after her divorce. She now holds the Albert Schweitzer Chair at the State University of New York at Albany, nurturing several young writers through two-year fellowships that allow them "to put their writing at the middle of their lives," as she describes it.

## PEOPLE

## Aquino and Alfonso Among Nobel Nominees

President Corason Aquino of the Philippines and President Raul Alfonsín of Argentina are among individuals and 31 organizations who are candidates for the 1987 Nobel Peace Prize. Jakob Sverdrup, the Norwegian Nobel Committee's permanent secretary, said in Oslo that the group held its final meeting Monday to decide the recipient, to be announced Oct. 13. Others known to be on this year's list are Nelson Mandela and his wife, Winnie, black civil rights campaigners in South Africa; Terry White, the missing British Middle East hostage negotiator; Bob Geldof, the Irish rock singer and organizer of "Live Aid" famine relief for Africa; and Kim Dae-jung, the South Korean opposition politician.

Paul Newman's dream of a camp for children with cancer and other life-threatening diseases got a \$5-million boost from the government of Saudi Arabia. The contribution will go toward the endowment fund and construction of the camp, expected to open in June in Connecticut. Newman said, "I hope that we're worthy of your generosity." Newman told Prince Bandar bin Sultan, the Saudi ambassador to the United States, at a Washington press conference.

In Pittsburgh, the tenor Luciano Pavarotti said he had shed 35 pounds (15.8 kilograms) and planned to lose more. He said he would like to sing the title role in "Mozart." "Werther," he said, "is a man who is dying for love. The singer said, 'It's difficult to imagine a chubby guy like me dying for love, so I have to lose weight.' He decided to disclose his weight, but said he wanted to lose 25 more pounds."

Henry Ford 2d left his "clothing, jewelry, club memberships, automobiles and insurance policies" to his widow, Kathleen Dillards Ford, but his will filed Monday in Palm Beach, Florida, gives no details on the disposition of his estimated \$250-million fortune. The will, also named his widow as his executor, Ford 2d, as his personal representatives, and said that they and unnamed trustees were empowered to handle Ford's business affairs. Ford died Sept. 29.

## TODAY'S INTERNATIONAL CLASSIFIED SECTION

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